

THE NATIONAL

# Provisioner

LEADING PUBLICATION IN THE MEAT PACKING AND ALLIED INDUSTRIES SINCE 1891

When "Rendering"  
Men Discuss  
Crackling Production  
They Talk About  
Anderson Expellers\*

When rendering plant men discuss crackling production problems, the conversation invariably leads to Anderson Crackling Expellers. And it's no wonder, for more than 800 Crackling Expellers are helping operators to get maximum crackling production and profits. Expellers are paying dividends in the rendering field.

Through the "line of nine" Expeller models, it's possible to choose a specific model that can be closely geared production-wise to the plant's requirements. Regardless of which of the "line of nine" models they are using, they can expect above average production, lower costs and higher profits for their particular operation. It's an accepted fact in the industry that no other pressing equipment compares in low cost production of quality products.

If you are getting only mediocre production from your present equipment, it's time to ask for an Anderson representative to call and reappraise your equipment.

International University

JUL 25 1961

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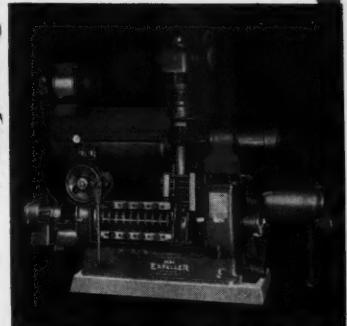


**ANDERSON**

E. V. D. ANDERSON COMPANY

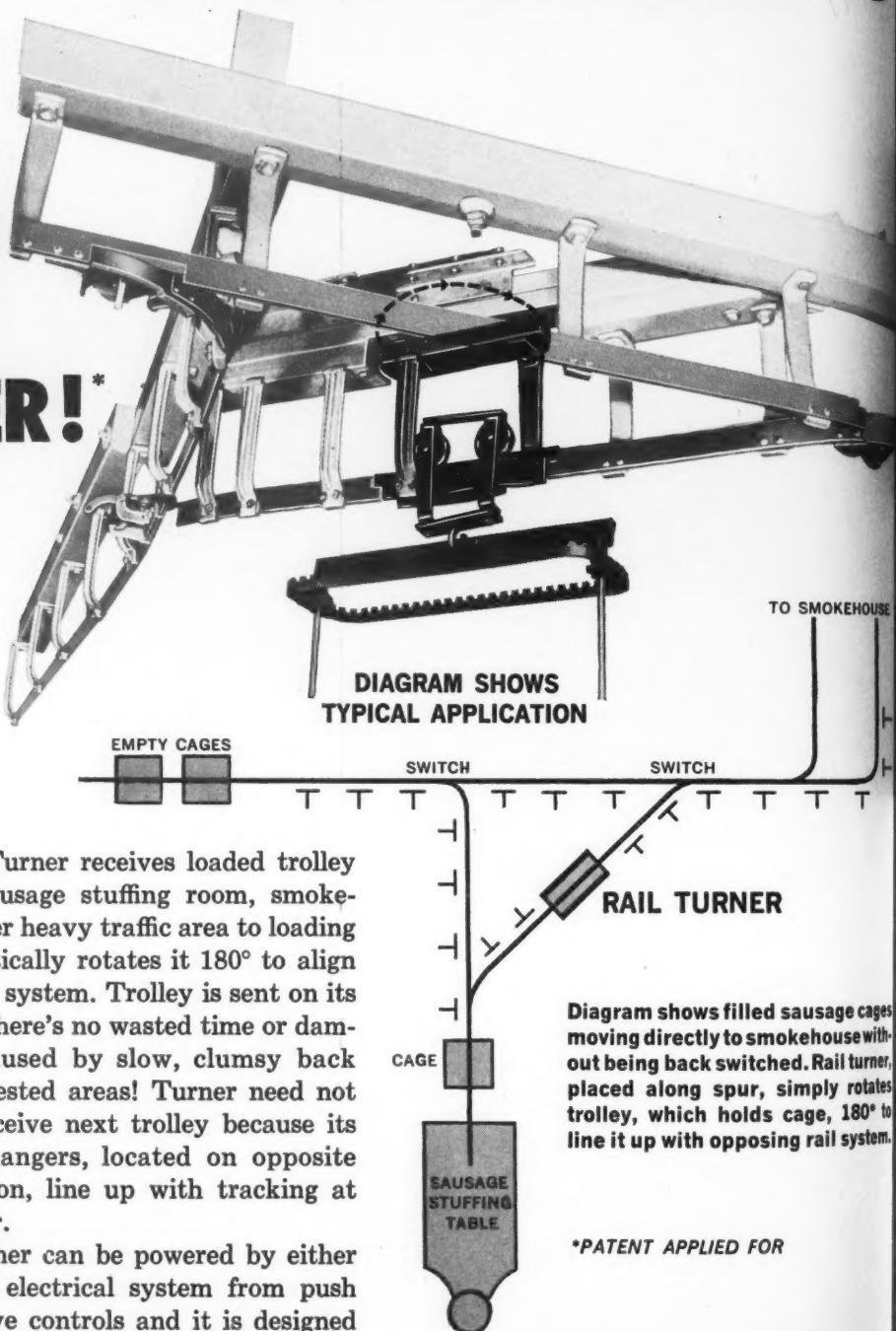
Division of International  
Basic Economy Corporation

1965 West 96th Street  
Cleveland 2, Ohio



# HOW TO — Speed Trolley Movements — Eliminate Back Switching

Install  
the New  
**GLOBE**  
**RAIL**  
**TURNER!** \*



The Globe Rail Turner receives loaded trolley traveling from sausage stuffing room, smokehouse alley or other heavy traffic area to loading dock and automatically rotates it 180° to align with opposing rail system. Trolley is sent on its way in seconds! There's no wasted time or damaged products caused by slow, clumsy back switching in congested areas! Turner need not be reversed to receive next trolley because its two supporting hangers, located on opposite sides of rail section, line up with tracking at each end of turner.

The Globe Turner can be powered by either pneumatic air or electrical system from push button or air valve controls and it is designed for installation in any rail system. Rail  $\frac{1}{2}'' \times 2\frac{1}{2}''$  is provided. Rail length and hanger weight can be regulated to fit customer's requirements.

For full details, contact the Globe Company's Engineering Department or have the nearest Globe representative call on you.

Seffelaar & Looyen N.V. 90, Waldeck Pyrmontkade, The Hague, Netherlands  
Telephone: 60 18 11

\*PATENT APPLIED FOR

**THE GLOBE  
COMPANY**

4000 S. Princeton Ave. Chicago 9, Illinois



*The best known name in gelatin for meat . . .*

# Swift's Superclear Gelatin

Here's why—

Made especially for meat  
Outstandingly clear  
High in strength  
Uniform from batch to batch  
—season to season

Write for  
helpful brochure  
on Swift's  
Superclear Gelatin.



**SWIFT & COMPANY**  
Gelatin Department

1215 Harrison Avenue, Kearny, New Jersey

*To Serve Your Industry Better*

with specialized gelatins

GE-30

**THE PURECO CO<sub>2</sub>  
COLD BLUE LINE  
drops temperatures to sub-zero in seconds!**



**SAVE WITH  
PURECO CO<sub>2</sub>  
“BLAST CHILLING”**

Pureco carbon dioxide liquid sprayed into trucks or railroad cars reduces interior temperatures to sub-zero in seconds. The warm, moisture-laden air is flushed out and replaced with cold dry vapor, thus preventing "heat shock" from loading temperatures. Pre-cooling periods are shortened, "pull-down" periods eliminated, product temperatures remain constant.

**No special equipment needed!**

Pureco CO<sub>2</sub> Blast Chilling needs no special equipment. It acts as an auxiliary to your truck's normal refrigeration system... mechanical units, hold-over systems or "DRY-ICE."

**Have a Blast Chilling demonstration**

Pureco would like to demonstrate Blast Chilling to you in your trucks under your working conditions—with no obligation on your part. Call your Pureco representative or write:



**PURE CARBONIC**

Pure Carbonic Company, A Division of Air Reduction Company, Inc.  
General Offices: 150 East 42nd Street, New York 17, N.Y.



**THE NATIONAL  
P rovisioner**  
15 W. Huron St., Chicago 10, Ill.

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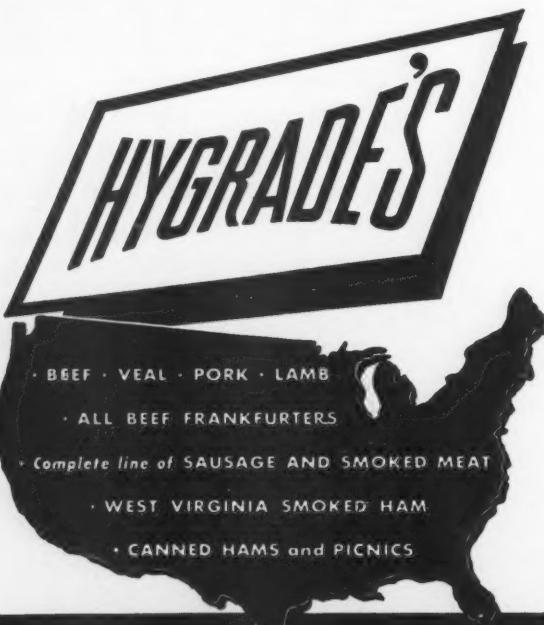
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## VEGETABLE LIVERWURST COLORS

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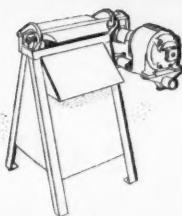
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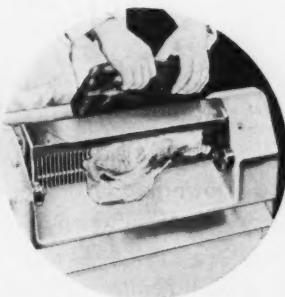
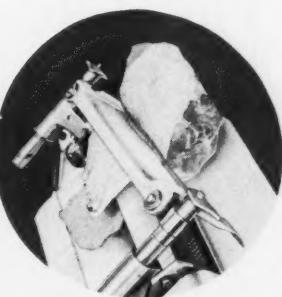
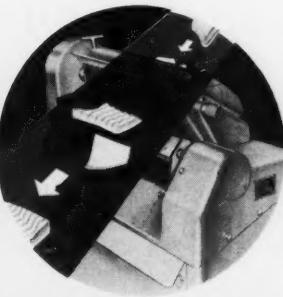
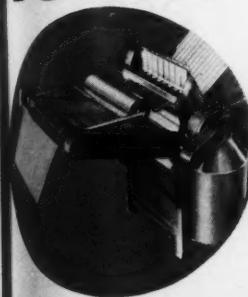
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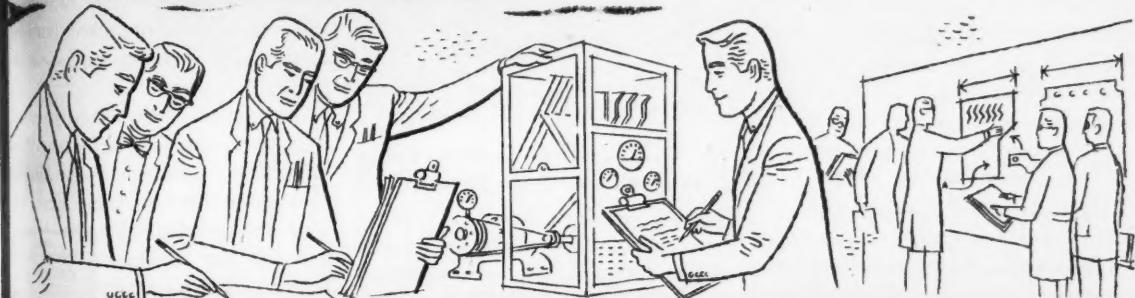


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*They explain why Flex-Vac accounts for over 75% of all vacuum-packed luncheon meat*

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Flex-Vac machines are built to take the toughest beating at full speed, day in and day out. Think what this means in terms of production and maintenance savings alone!

We design and develop our own vacuum-packing equipment. No middleman to fuss with. No dual-supplier problems. And you have a complete range to choose from. Semi-automatic to fully automatic machines. Speeds 30 to 80 packages per minute. Vacuum and controlled-atmosphere models.

And profitable? Recent studies showed that one model (the 6-12) can net a packer 24.7% return on his investment, based on a 22,500 lb. a week volume. The greater the volume, the greater the return.

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*The Flex-Vac 6-12. It can net packers 25% return on investment—and more.*

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Flex-Vac's research does it. We were the originators of luncheon meat vacuum packaging. And our engineers have literally lived with it since its inception. No area is left unexplored.

In Flex-Vac's special testing laboratories we simulate every conceivable shipping and marketing situation—right down to the consumer's refrigerator. Result? A superior packaged product. One that stands up under high humidity. Stacks well. Keeps fresh longer. And looks more inviting.

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Each year, Flex-Vac sponsors extensive advertising and merchandising campaigns. Their object: to promote the sale of vacuum-packed luncheon meats where it counts most—at the consumer level.

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The complete Flex-Vac packaging process is available to all packers—large and small. We have cost control studies documenting the profit opportunities that exist—whatever the size of your operation.

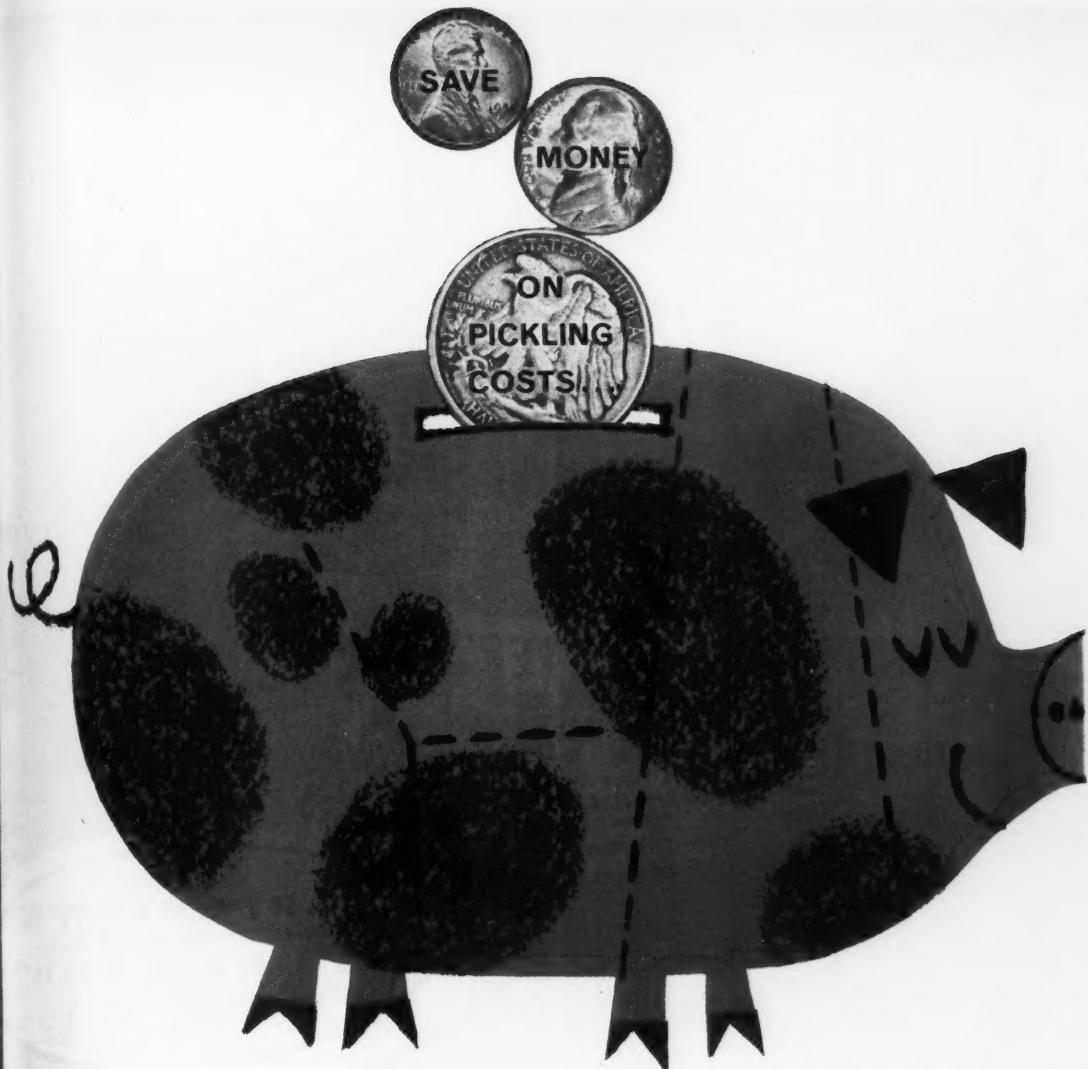
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THE NATIONAL PROVISIONER, JULY 22, 1971



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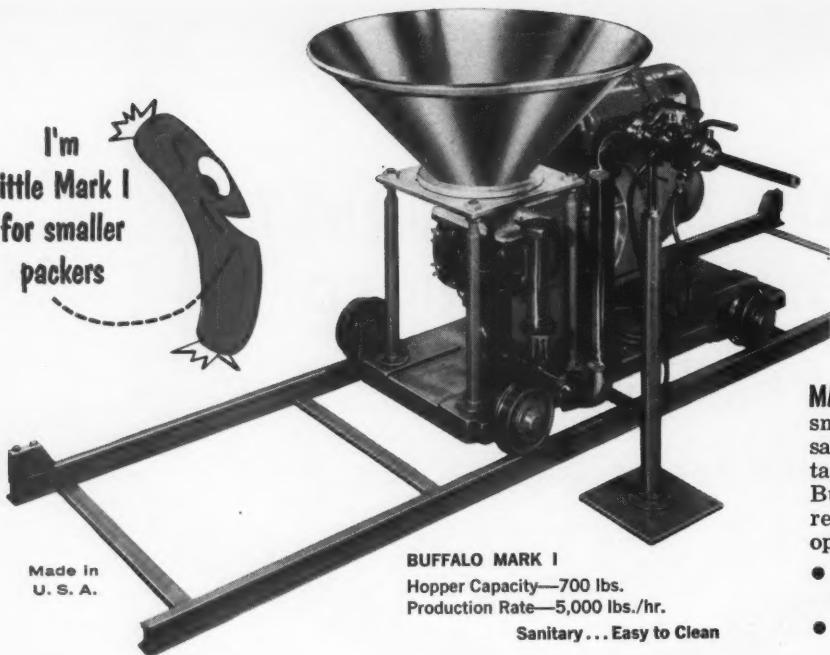
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# THE NATIONAL PROVISIONER

July 22, 1961

VOLUME 145, NO. 4

## Long Trail and Tale

A READER turning to the next page (16) can begin an account of the significant Coordinated Beef Improvement Conference held at Fort Collins, Colo., early this month. We believe that there is a lot of meat in this article for anyone in the beef business (pork, small stock and poultry, too), but the trail is much longer and rougher than we like to impose on NP readers.

We had hoped to capsulize the views and findings of the Conference. Instead, we seem to have become obsessed with the dog's tail, following him into copse, meadow and thicket and matching his every sniff at spoor and look at track. Rather than pinning our quarry (a conclusive panacea for the beef industry's problems), we have emerged to see the hunted dispersing in 19 different directions.

We believe that it will reward everyone in the meat business to read the opinions and observations of the ranchers, breeders, feeders, packers, retailers and livestock-meat research specialists who participated in the Conference. Some ideas are conventional and others are controversial, prejudiced and/or unrelated-to-fact; they all have a bearing on the effort to improve a product (beef) and its acceptance by the public.

We drew one major conclusion from listening at the beef improvement conference: Empiricism, and the kind of hunt-and-peck science that is carried out in feeding, breeding and meat work by many individuals, companies, experiment stations and colleges, may be facile in supplying an immediate solution for a specific problem. They fail, however, when we face a complex difficulty such as the one which now confronts the beef industry.

We need, then, as suggested by Oklahoma State's vice president, A. E. Darlow, to inquire more deeply, through basic research, into the nature of this beef beast:

"In order to get more information that beef men need, we must know much more than we do now about the nature of meat, not only the lean, but connective tissue and all the rest, and then we need to go back of that and learn something about the way various tissues are built, the way fat is laid down, the effect of physiological changes on fat, and the effect of alteration of the endocrine system on the development of tissues."

## News and Views

**Principal Guest** speaker at the 16th annual meeting of the Western States Meat Packers Association next February will be Secretary of Agriculture Orville L. Freeman, announced L. Blaine Liljenquist, WSMPA president and general manager. An invitation extended by Liljenquist on behalf of the board of directors was accepted by Secretary Freeman this week. The WSMPA convention is scheduled for February 21-23 at the Sheraton-Palace Hotel, San Francisco. Freeman will address the general business session on Friday morning, February 23.

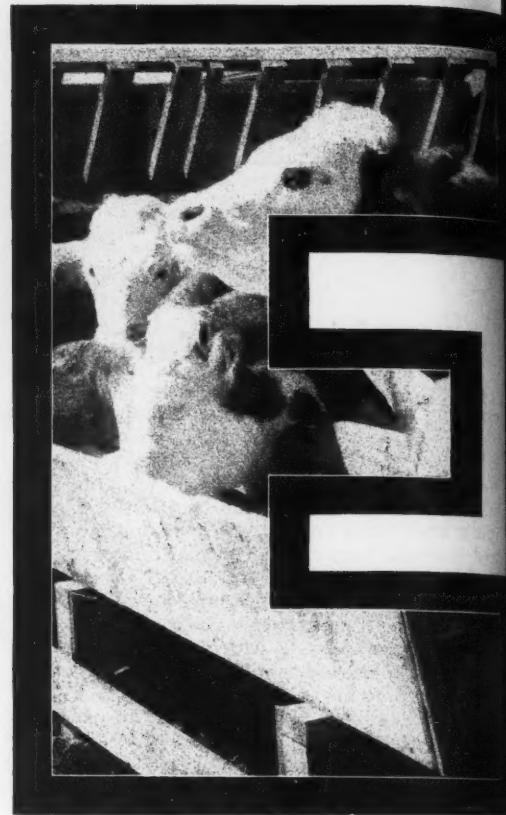
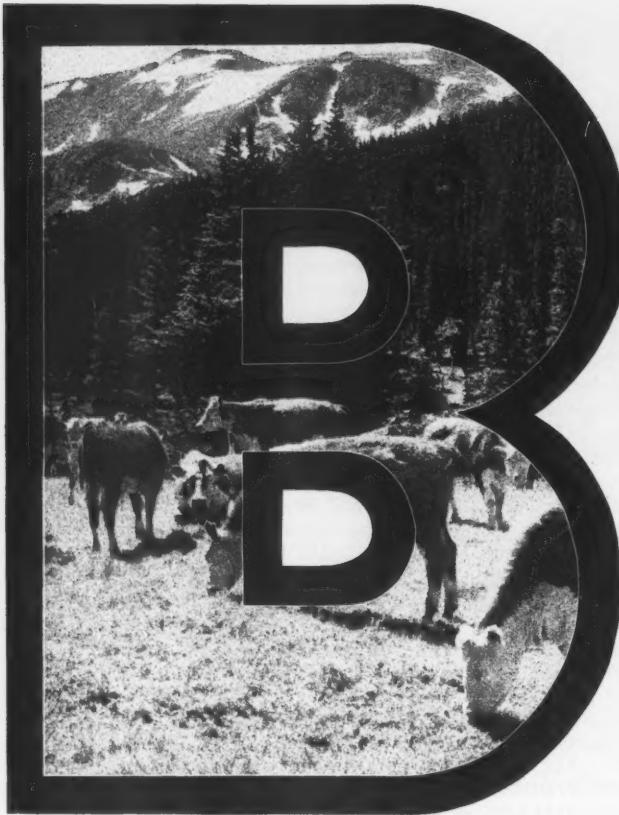
The new WSMPA president also announced a series of upcoming regional meetings and the appointment of a new Washington counsel and representative to help handle the association's problems in the nation's capital while he is on the West Coast. The new counsel is Paul L. Badger, who has a broad background in private law practice and in legislative and government affairs. He will serve WSMPA on a part-time basis. Dates and places of the regional meetings, scheduled in accordance with Liljenquist's plan to visit as many members as possible within the next few months, are: July 26, Benson Hotel, Portland; July 27, Olympic Hotel, Seattle; July 28, Davenport Hotel, Spokane; July 31, Jorgenson's Holiday Inn, Helena; August 1, Hotel Boise, Boise; August 2, Hotel Utah, Salt Lake City, and August 3, Hacienda, Fresno. All meetings will begin at 6:30 p.m. except for the one in Salt Lake City, which is set for 7 p.m. Meetings will be held in other sections of the WSMPA territory as soon as possible, Liljenquist said.

**The Conference** version of the agriculture appropriations bill (HR-7444) adopted by Congress and sent to the White House this week includes a compromise increase of \$125,000 in funds for administration of the Packers and Stockyards Act in fiscal 1962 and an increase for meat inspection of \$1,090,000 over funds available for 1961. The latter was not at issue. The P&S appropriation of approximately \$1,834,000 is \$50,000 more than the original House appropriation but \$60,000 less than the Senate voted initially to provide. The conferees concurred in the Senate agriculture committee's recommendation that a separate agency, reporting directly to an Assistant Secretary of Agriculture, be established to administer the P&S Act.

While the full budget request of \$24,216,000 for the Meat Inspection Division was approved without difficulty in both Congressional bodies this year, the shibboleth that packers should pay for this public health service has cropped up again in a General Accounting Office report to Congress reviewing operations of the Budget Bureau. Noting that the MID now charges for overtime inspection work, the GAO report says: "We believe that the purpose of the services rendered does not change whether the services are performed during normal working hours or on an overtime basis and that it should be feasible to develop an equitable method whereby some of the costs of all inspection services would be assessed against the benefiting industries."

**The 56th Annual** meeting of the American Meat Institute, to be held September 15-19 at the Palmer House, Chicago, is expected to draw a record crowd, judging from reservations received thus far, the AMI reported this week. All display space has been assigned, including a new area in the State Ballroom, according to AMI exhibits manager Clarence E. Mueller. AMI members who have not submitted their requests for room reservations were urged to do so as soon as possible.

**The New Farm** bill tentatively approved by the House agriculture committee July 18 adds lambs to the list of commodities eligible for marketing orders and specifically excepts other livestock.



## Improvement is a Long and Difficult Road

BETTER but still imperfect definition of the goals to be sought in beef improvement, and more widespread realization of the fact that whatever may be the need for haste, progress may be slowed by lack of basic knowledge and the complexity of meeting a variety of production conditions and an array of consumer preferences, were some of the products of the Coordinated Beef Improvement Conference, held July 7 and 8 at Fort Collins, Col.

The Conference was sponsored by the American National Cattlemen's Association, American Society of Animal Production and Colorado State University.

Any of the 350 livestock and meat industry leaders who attended the Conference with the idea that an improvement or two achieved in any of the fields of breeding, feeding, carcass evaluation or marketing would provide a panacea for the beef industry soon learned that its problems and goals are too complicated and interwoven for easy solution and that no industry segment can stray too far from the needs and practical operations and potentialities of the others.

The first Coordinated Beef Improvement Conference drew stockmen, packers, feeders, retailers and research specialists from 31 states and three foreign countries. General chairman was cattleman Charles Quarre of Bakersfield, Cal.

"Guideposts" for the future development of the industry were contained in recommendations from four workshops in which nearly four dozen men made formal presentations of observations and research findings and then took part in open discussions with all partici-

pants. The workshops took up the topics of cattle and beef improvement through breeding, feeding, carcass evaluation and marketing.

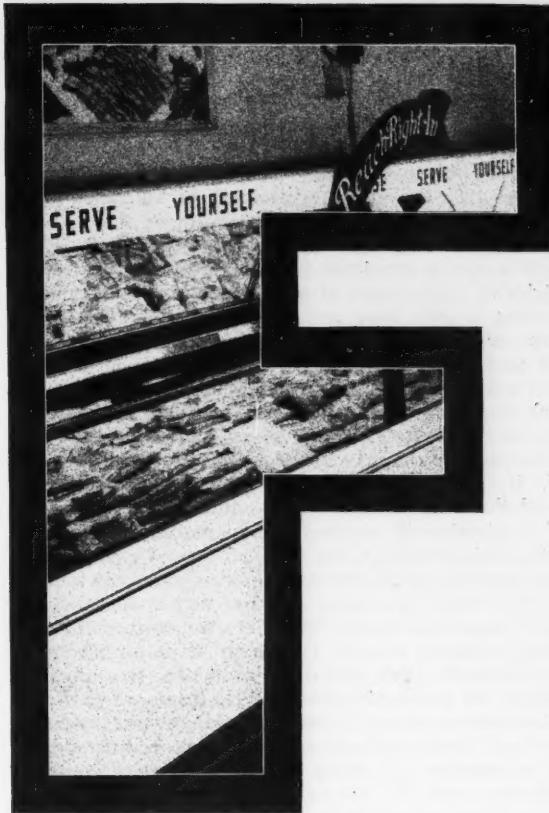
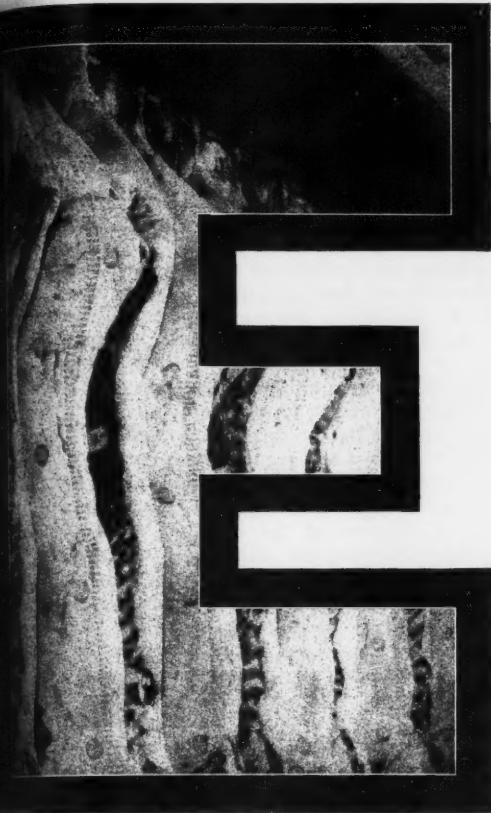
Comments indicated that common problems yet to be solved include that of recognizing the development and quality of the meat under the hide while the animal is still alive, and that of putting on sufficient fat to achieve desired marbling within the lean without building up wasteful fat covering.

**BRASS TACKS:** Some of the difficulties of beef improvement were pointed out by Dr. A. E. Darlow, vice president and dean of agriculture, Oklahoma State University, when he said at the luncheon on the opening day of the conference:

"The improvements that have come about as the result of breeding are in weaning weight of calves, rate of gain and efficiency of feed conversion in the feedlot. . . . The practical animal breeder has come to about the stopping place until we give him something that he can tie into what he is already doing in order to make further progress. In meat work we have not only failed to come up with something that will help the man who is working with live animals to estimate what is under the skin, but actually, as far as I know, we haven't come up with a good single measure of carcass value. . . .

"If lean meat that is tender is the extent of the vision, foresight and imagination of meats men, may God help us. . . . I think if we pay attention to nothing but leanness and tenderness, we will sell our beef producer down the river. . . .

"In order to get more information that beef men need,



## Ro~~a~~ Which All Industry Must Travel Together

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we must know much more than we do now about the nature of meat, not only the lean, but connective tissue and all the rest, and then we need to go back of that and learn something about the way various tissues are built, the way fat is laid down, the effect of physiological changes on fat, and the effect of alteration of the endocrine system on the development of tissues. . . .

"We have made significant progress in developing rations for beef cattle over the last 30 to 40 years, and we're making progress today. However, I think progress is at a slower rate than it should be because too many of us are continuing nutrition research along the same lines used 30 to 40 years ago when very little information was available. What we do now is devise a number of rations that differ in one ingredient or another, feed them to cattle and come up with an answer, but for the most part the basic requirements for nutrition in beef cattle are still largely unknown. . . .

"What about marketing. The question is, marketing what? We haven't yet decided what kind of a beast we're going to raise, or what we're going to feed him, or what kind of a carcass he's going to produce."

**BREEDING:** In recommendations of the breeding workshop, chairman George Ellis, Bell Ranch, N. Mex., observed that "population growth, limitations of land suitable for beef production and the need to keep costs down" are key problems of ranchers. His workshop recommended that ranchers make more use of available research, that industry organizations take the lead in sponsoring more progeny testing "for both production and carcass traits in order to identify productive cattle

families" and that these groups give increased support to carcass evaluation contests in cattle shows.

The workshop on breeding also called for more emphasis on research into basic genetics and physiology as related to efficiency of feed use and reaction to adverse environments; reproductive physiology; evaluation of the importance of hybrid vigor; the optimum levels of breeding replacement bulls and heifers, and general breeding and carcass characteristics.

Dr. Robert M. Koch, University of Nebraska, enumerated the heritability percentages for a number of economically important traits. He said that the heritability of birth weight, weaning weight, pasture gain, feedlot gain, efficiency of gain and final feedlot weight and slaughter grade are high enough so that progress can be made by selection. With regard to improving beef carcasses he commented:

"The high heritability of carcass grade (30 per cent), rib eye area (70) and tenderness (60) indicates that heredity is the key to improvement in beef carcasses. The heritabilities of carcass traits were, of course, based on measurement of slaughtered animals and as such cannot be used directly in selection of replacements for the breeding herd. Progeny or sib testing remain the best methods of breeding for carcass improvement. Measurement of carcass traits in live animals is the biggest problem facing the breeder in working for carcass improvement. Research with electronic or radioactive devices promises to provide the necessary breakthrough in measuring fat and muscling in breeding animals."

John Crowe, Hereford rancher of Millville, Cal., de-

scribed how his operation for 19 years has been weighing, grading and keeping records on its cattle in order to produce those that will do a more efficient job of turning out beef. In the years that the program has been followed, weaning weights have been increased more than 100 lbs. and quality has been improved almost a full grade.

*Max Fulscher*, Colorado cowman, commented that prior to 1950 the breeding program of his ranch was based chiefly on selection for improvement of type and conformation as gauged by show ring standards. The ranch is now in its eighth year of taking and recording weights at three stages of each animal's development— weaning, a year later and at maturity. Conformation score—or grade rating—is also recorded. Fulscher said that while conformation and performance have been improved only a little over 1954, uniformity has been much improved. The ranch is now endeavoring to learn how its bulls rate in siring steers with the best carcasses and highest cut-out values.

*J. H. Knox*, New Mexico State University, declared that "there need be no conflict between grade and production if we modify our grading standards. Fast growing cattle which reach market weight at an early age will, on the average, produce carcasses which are more tender and have a higher percentage of lean meat." Knox also stated: "There are two methods of selecting breeding animals. One is to select for physical traits believed to be related to production; the other is to select for production directly. No group of physical traits can be as closely related to production as production itself. Beef cattle breeders have been among the last to abandon or modify the physical traits method. Production and efficiency of dairy cattle, poultry and fine wool sheep have improved rapidly under a system of breeding for production."

*L. R. Rochford*, Tejon Ranch, Bakersfield: "The problem of finding practical and reliable ways of measuring efficiency in beef cattle foundation stock is complicated by the high unit value of the beef animal and the long period of reproduction as compared with smaller animals and foundation stock for crops. . . . In the past 20 years experiment stations have developed data that can be used as reasonably reliable guides in the search for better foundation animals. We must recognize that much research is yet to be done through coordinated and scientific projects as to heritability correlations pertaining to muscling, rate of gain, tenderness, marbling, size of rib eye, relation of fat to lean, meat to bone and general carcass cutability and value. . . ."

**FEEDING:** Reporting for the feeding workshop, chairman Robert Beechinor, Bakersfield, Cal., said his group agreed that the feeder generally should strive for a Choice steer carcass weighing 500 to 650 lbs. with minimum outside fat and marbling to grade Choice. For heifers, the figure would be 450 to 575 lbs. This goal will require finished live weights of 1,050-lb. steers or less, and younger feeder cattle of 650 lbs. and down.

"This leaves little place for the heavy feeder steer and will require many producers to market their feeder cattle more often than once a year to avoid excessive weights," the report said.

The recommendation also emphasized nutritional factors having the greatest influence on carcass composition and quality including: roughage-to-concentrate

ratio; energy-to-protein relationship; adequate minerals, especially phosphorus; adequate vitamin A; recognition of nutrient requirements, including energy for different ages of cattle and for cattle of different breeding and environment; increasing the energy level of ration as the animal grows, realizing that maximum energy used too soon results in more outside fat cover and less marbling, especially in the case of younger beef animals.

The feeding section also asked for more research into the differences in feeds coming from various areas of production and called for studies of carcass cut-outs under different feed programs.

*C. E. Hellbusch*, Safeway Stores: "The demand is for fed beef of the right weight and quality. The majority of retailers in the United States seem to prefer steer carcasses ranging from 500 to 675 lbs. and heifer carcasses from 450 to 575 lbs. This means the trend is to lighter cattle. Many feeders are starting with fall weaners and feeding them until the next August and September. This kind of an animal will produce carcasses of the desired weight, marbling and finish. The reason many of the old time feeders don't like to feed these younger animals is because they take too long to finish. These prejudices won't meet consumer demands and feeders must meet those demands."

"The retailer's desires are expressed in the report of the Meat Type Beef Foundation contest: 'There is a strong indication that animals with somewhat more length of body and less depth have the high retail values. The shorter-bodied animals tended to have higher percentages of inside fat and more trim of primal and retail cuts.'

"This carcass cut-out study also revealed that excess fat is the chief deterrent to favorable retail weight yields and value returns. Excessive fat on beef is costly to retailers. This is illustrated in the chart from the Foundation report:

WEIGHT YIELDS OF FAT OF TOTAL CARCASS					Total Pct.
Trimmed in Warehouse	Trimmed In Store	Pct.	Pct.		
Top carcass	7.33	4.24	11.57		
Average 14 carcasses	10.39	8.19	14.82		
Bottom carcass	14.41	13.33	27.70		

WEIGHT YIELDS OF FAT TRIMMED FROM PRIMALS AT RETAIL STORES					Total Pct.
Pct. of Round	Pct. of Chuck	Pct. of Loin	Pct. of Rib		
Top carcass	2.5	6.63	7.83	2.81	
Average 14 carcasses	5.28	12.73	16.55	6.64	
Bottom carcass	9.77	20.62	29.20	12.80	

"It also is interesting to note that although the warehouse cut-out weights of the loins of the winning and bottom carcasses showed about the same percentage of yield from total carcass weights, the greater retail trim of the bottom carcass showed it to be worth 23¢ less per pound than the loin from the winning carcass, or \$2.67 less contribution of loin to the retailer per cwt. of carcass. This illustrates the fallacy in judging total carcass value by total weight yield of primal cuts alone—even for such important primal cuts as loins."

*W. D. Farr*, feeder of Greeley, Col., emphasized that heavy weight is the number one problem of the beef industry and that ideal feeder cattle must be light and young cattle. With regard to ability to gain he said:

"The beef business must become more competitive with other foods. The quickest and biggest advance

that can be made is to produce nothing but high-gaining cattle. We must have nothing but the 4-lb.-a-day feeder cattle."

After noting that the feeder today must produce a carcass with a thin outside cover of fat, liberal marbling of the meat, a large rib eye and quality enough to grade Choice, Farr declared the cattle industry is in a sad plight:

"Cattle are the most extravagant converters of grain to meat. This conversion must be improved rapidly. Poultry is taking a bigger slice of the red meat market each year. Pork has staged a good comeback with the meat type hog. Cattle must follow quickly."

Paul Blackman, Acme Meat Co. of Los Angeles: "To the packer, an ideal animal is one on which he knows what the cost is. Our days for operating by rule of thumb are numbered. There will come a time when we will have to know what our raw product, the beef, costs. We cannot continue to estimate yield and grade and weight. This change must come about to insure our survival, for with implants and additives our buyers are still buying a pig in a poke. Recent operating statements of some meat packers bear mute testimony of what's in store for us.

"Let's look at our ideal carcass: It should be a high yielding animal of good conformation and small kidney, free of bruises and grubs. I'd like a liver with every beef instead of the 30 per cent lost due to flukes or abscesses. It should be an animal that figures to yield at least 60 per cent and then does 61 per cent; has good color, and  $\frac{1}{4}$  to  $\frac{3}{8}$  in. of white fat; youthful—that is, buttons, and red-boned. When ribbed down it should have sufficient marbling. Although it was bought for a Good, it would grade Choice. Now that's what I'd call an ideal carcass, for that represents a beef that would make a buck."

W. M. Beeson, Purdue University: "The experimental data available on specific nutrients that will influence the chemical composition and quality of beef are very limited and often inconclusive. It is well known that energy intake above maintenance and growth requirements of cattle has a marked influence on the degree of fatness. However, a ruminant animal is complex in nature and factors influencing bio-synthesis in the rumen and the type of fatty acids produced may have a decided effect on the ratio of lean to fat and the distribution in the muscle fibers. Some of the more obvious factors which influence carcass composition and quality are (1) level of protein, (2) energy-concentrate to roughage ratio, (3) type of feed, (4) physical character of feed, (5) phosphorus, (6) hormones, and (7) antibiotics. Any nutritional deficiency will tend to slow up the growth and fattening process and thus will alter the chemical composition and quality of beef at a given age."

John W. Algeo, nutrition consultant of Solvang, Cal., said that while minimum nutritional requirements for beef cattle have been pretty well established, effort must be concentrated on rations which bring optimum results in terms of growth, efficiency of feed utilization, body conformation and carcass quality. This

research, he declared, will require much basic as well as applied work. Algeo said:

"The so-called 'easy plums' have been plucked from the tree and further progress will come primarily from the dovetailing of basic studies in chemistry, physiology, endocrinology, rumen bacteriology, medicine and genetics.

"Two broad areas of research must be covered by nutritionists. The first consists of factors affecting the nutritional efficiency of beef animals for growth and fattening gains, and the second broad area is that covering nutritional factors affecting carcass values. With respect to factors affecting animal efficiency, much research is now needed to gain further knowledge of ruminant nutritional requirements for protein, including amino acids, energy, vitamins, minerals, antibiotics and growth stimulants based upon optimal needs. We must also include work on ratios of nutrients one to another as well as possibility of synergistic effects due to rumen bacterial metabolism.

"Another area of research which will be very beneficial will be that of determining in greater detail the availability of nutrients from our feeds. Data on the availability of nutrients and accurate net energy values under high-efficiency ration conditions are very meager at this time.

"Under nutritional factors affecting carcass values, we must study the effects of protein, energy and other factors such as hormones on fat deposition, marbling, outside fat cover and evenness of cover. In addition, nutritional factors which may affect flavor and tenderness of the meat produced require study. Also, interactions between age, sex, nutritional factors and the endocrines will be of importance."

Ray Baxter, feeder of Grand Island, Neb.: "The Corn Belt feeders are looking for animals that are well-muscled, have good bone structure and are thick-bodied. We prefer that they be moderately short-legged, short-necked and have good lines. Good depth of body and moderate length are also important to us. Since a great deal of roughage is still used by many farmer-feeders in the Corn Belt, adequate capacity is a necessary factor. Beyond this, we want animals that will feed out full and trim with a minimum of patchiness which may indicate excessive waste."

"I would like to add a word of caution with respect to discussion and research on beef improvement. It seems to me there are tendencies to try and show that consumers do not necessarily need the quality of beef that is currently designated as top Good or low Choice. There seems to be a search for ways and means of developing beef that will be tasty and tender without the necessity of feeding."

"Consumers have demonstrated in the past 10 to 15 years that they desire the kind of quality that feeders are providing through the finishing process. Let's not forget that beef has risen to its present level of popularity because of the quality factors which feeding provides. It may be that we have given them a little more quality than was necessary, but this is not a seriously undesirable situation."

**CARCASS EVALUATION:** In the special session on carcass evaluation, led by Prof. L. E. Kunkle of Ohio State University, the participants emphasized the need for finishing animals at a younger age and at lighter



PAUL BLACKMAN

FAT  
CASS  
Total  
Pct.  
11.57  
18.55  
27.74  
TRIMMED  
L. STORES  
of Pct. of  
Rib  
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weights than is generally done. The group urged breeders and feeders to follow their animals into packinghouses and to retail counters to see what they are producing. The group's report commented that the rib eye area, as a standard for judging "meatiness" of a carcass, is not highly correlated with carcass composition, but is a usable indicator of carcass composition and can be coupled with carcass weight, thickness of fat over the rib eye, kidney and pelvic fat weight and carcass quality grade.

The workshop suggested that an attainable goal would be quantity yields of boneless, closely trimmed retail cuts from the round, loin, rib and chuck exceeding 51 per cent of the chilled carcass weight. To achieve this with 950 to 1,050-lb. steers, the carcasses will usually have 12 or more sq. in. of rib eye, 0.6 in. of fat cover at the 12th rib and a total of 3 per cent or less of kidney and pelvic fat.

Besides calling for increased research in recognizing carcass quality in live animals, the carcass study group asked for more examination of tenderness and flavor characteristics and what causes them, and requested more work toward accurate estimates of heritability of carcass traits and how these characteristics are related among themselves.

Dr. L. P. Anderson, manager of operations research, Armour and Company, in describing the Armour beef improvement program (see the NP of July 30, 1960, page 15), told how an attempt is being made to speed up the selection program by defining standards for carcasses which, on a sufficiently large number of progeny, can be used to calculate and express a sire's overall economic worth as a single index number.

Dr. Anderson covered the basic background of live animal and carcass appraisal and described how one method of visual appraisal in carcass study can be used to evaluate live animals. This procedure is then tied with a more refined technique of measurements by three-dimensional photography and ultra-sound depth estimates on the live animal and the correlation of these types of appraisal with the carcass characteristics actually found.

Goals established for the Armour program are as follows:

1. Animals of 900 to 1,100 lbs. live weight dressing 550 to 700 lbs.
2. Firm white fat cover uniformly distributed and no thicker at the 12th rib than 0.1 in. per 100 lbs. of carcass weight.
3. At least 48 per cent of the carcass weight in the hindquarter.
4. Bright red, firm, finely textured rib eye having, at the 12th rib, at least 2 sq. in. of lean area per 100 lbs. of dressed carcass weight.
5. Yield of primal cuts no less than: round, 22½ per cent of side; loin, 17¾ per cent of side, and rib, 9¼ per cent of side.
6. Rate of gain to average no less than 2.25 lbs. per day from birth till slaughter (1.4 lbs. on dressed basis).
7. Finely dispersed, abundant marbling of the rib eye which will have a rating of at least No. 8 (or C) on the existing government photographic scale.
8. Tenderness of no less than 6 (medium tender) as determined by a taste panel on a scoring system where 1 is extremely tough and 8 is extremely tender.
9. Kidney and suet not exceeding 3 lbs. per 100 lbs. of carcass.

#### 10. Deep red color of bone.

G. A. McGlumphy, Seitz Packing Co., St. Joseph. "The beef carcass that sells itself has one qualification that is far more important than all other factors combined. It must be non-wasty. This is the foremost consideration of all the dressed beef buyers with whom I trade . . . Meat type cattle are very much a reality—probably just as much as in the case of hogs.

"The second most important consideration is youth. The USDA specifications provide additional consideration for young cattle. Particular credits are given to beef carcasses out of cattle which are under 20 months of age...

"Formerly we placed considerable emphasis on marbling. Now we know that marble does not contribute to tenderness as much as we once thought. The reason for this is because the basic adipose tissue that holds the fat deposits must be inherited. . . . Cattle not possessing a certain degree of the necessary hereditary tissue can be fed indefinitely and will never marble to any appreciable degree.

"The fourth point is imperative. The thin layer of fat that covers this carcass must be white. This color will come from proper dry lot feeding."

Dr. C. O. Schoonover, University of Wyoming: "Carcass evaluation is to be successfully used by industry as a basis for beef cattle improvement, certain qualifications must be met. First, the techniques used must adapt themselves to packinghouse procedure; second, they should, with reasonable accuracy, define differences in both quantity and quality; and, third, they should be flexible enough to fit into overall beef cattle improvement programs.

"These requirements are not easy to fulfill, and there are many techniques such as trimmed wholesale cut values, to mention one, which are valuable tools under laboratory conditions. However, if many animals are to be evaluated, it is obvious that exacting laboratory conditions cannot be met. No doubt many of the final goals of beef carcass improvement will be reached through live animal evaluation. However, we must remember that live animal evaluation can proceed no faster than carcass evaluation.

"Several techniques and procedures can now be used as carcass evaluation standards which meet the qualifications already set forth: 1) Carcass weight; 2) Rib eye area; 3) Thickness of fat over the rib eye; 4) Estimated kidney and pelvic fat; 5) Carcass quality grade and 6) Carcass gain per day.

"These six evaluation techniques may be used to answer three important industry problems: *Quantity*—how much of the carcass is cutable into salable retail cuts and how much of the carcass is low priced waste material; *Quality*—how good is the palatability of the consumer portion, and *Performance*—how soon can the producer arrive at a desirable carcass weight."

Harold Crow of the Kroger Company, Cincinnati, described results of a recent beef grading and carcass show in which Kroger meat merchandisers broke down two cattle—one a 600-lb. Choice carcass and the other a 700-lb. Choice carcass—into retail cuts. Crow said:

"The 600-lb. carcass or 300-lb. side was the most desirable—the kind we would like to buy and would like more often to see offered to our buyers in the packinghouse. The 700-lb. carcass was fat and wasty, but only 100 lbs. heavier than the desirable one. This was obviously not the most wasty or fattest carcass we could

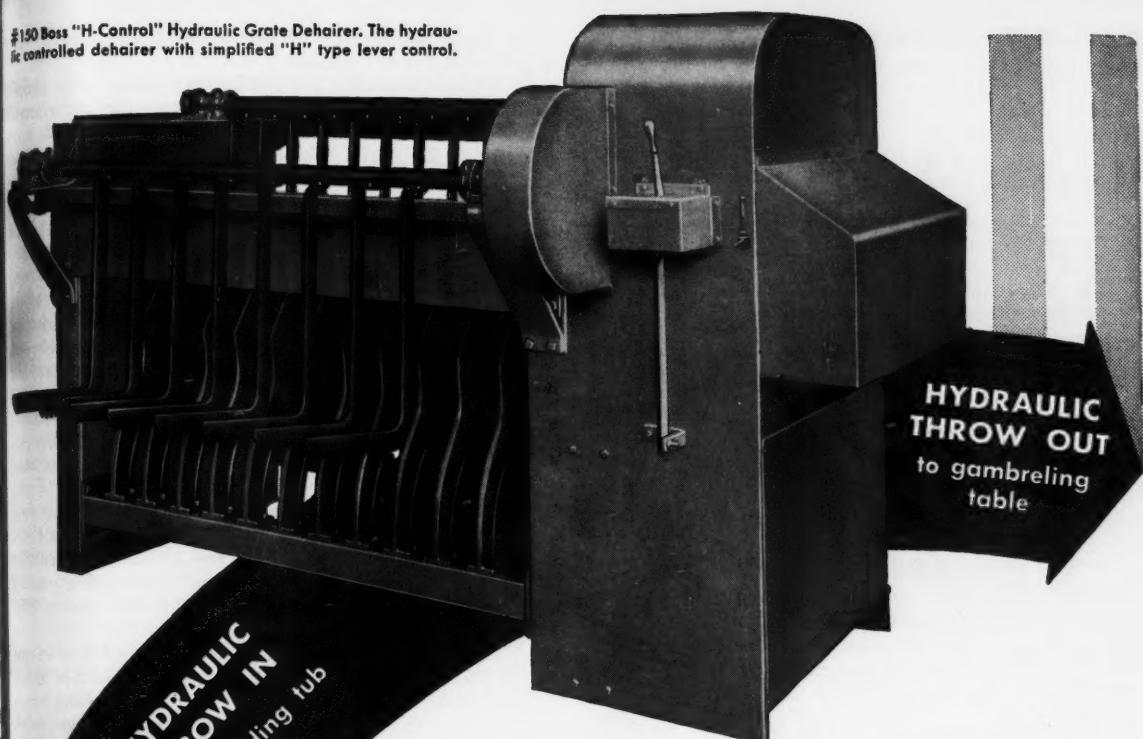


G. A. McGLUMPHY



DR. ANDERSON

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"H TYPE" shift lever operates in a manner similar to automotive shift

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- Cradles—perfectly formed forged steel, reinforced with welded-in tie rods.
- Scraper shaft turns on self aligning, totally sealed, roller bearings.
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THE *Cincinnati* BUTCHERS' SUPPLY COMPANY  
CINCINNATI 16, OHIO



have selected but it was the kind we are offered too many times. Please note there was only 50 lbs. difference in weight of these two sides or roughly 87 lbs. on the live weight. The cutability and retail returns were considerably different.

"The breakdown on yields of salable meat in these two sides was as follows:

	YIELD OF MEAT	
	WASTY 300-LB.	DESIRABLE 300-LB.
Salable cuts	233.23 lbs.	231.54 lbs.
Fat and suet	83.00 lbs.	35.00 lbs.
Bones and shrink	33.77 lbs.	33.44 lbs.
<b>TOTAL</b>	<b>350.00 lbs.</b>	<b>300.00 lbs.</b>
Per cent fat and suet	23.7	11.6
Per cent bone and shrink	9.6	11.1
<b>TOTAL</b>	<b>33.3</b>	<b>22.7</b>

"Our normal yield of fat, suet and bone in our test is 25.4 per cent and our retail prices are based on a 74.6 per cent yield. Our yield figures are based on tests of thousands of cattle from all sections of the country and are representative average yields.

"In 1950 our yield of salable meat, cutting the same way as today, was 78.0 per cent against today's 74.6 per cent. This loss in yield has been all in fat, since bone structure has not changed.

"Returns using current costs and retails at the time these tests were made:

	PROFIT OR LOSS—RETAILER	
	WASTY 350-LB.	DESIRABLE 300-LB.
Retail \$ return	\$190.27	\$191.67
Total cost (44.95)	157.33	134.85
Gross profit	32.94	56.82
Gross profit per lb.	.0941	.1894
Labor & store cost (fixed-variable)	.0966	.0966
Net return per lb.	—.0025	+.0928
Desired net profit per lb.	1/2¢ per lb.	1/2¢ per lb.

"We believe that the cattle industry must come to life quickly if it expects to compete with other products such as the lean imported pork and beef, turkeys, chickens and seafood."

**Dr. R. W. Bray**, University of Wisconsin: "Quality beef contests or carcass contests are relatively new in many livestock shows. The general objectives of a carcass contest might be summarized as follows:

"Make available to the livestock breeder and feeder carcass information which will be of value in evaluating breeding and feeding programs.

"Provide the breeder, feeder and other interested groups an opportunity to study and correlate live animal characteristics with those desired in the carcass.

"Provide the meat industry—producer, marketing agency personnel, processor and retail interests—the opportunity to observe the kind of product most acceptable to the major share of the meat trade.

"Provide competition, the all-important incentive for the improvement of any product, and provide those who achieve success with publicity and financial reward."

Bray said that although some educators would make carcass contests virtually research projects, he believes they should be treated as a vehicle of education. The Wisconsin educator continued:

"Research work needs to be done under more uniform conditions than those usually found in the facilities and afforded by the personnel available in cooperating packing plants. Feed efficiency, daily gain, tenderness evaluations, cut-out tests, etc., can be best obtained through testing stations or through research projects.

"Some educators and industry people have developed the impression that it is possible to put an absolute value on every carcass. This of course is unreasonable in view of the many variables that are to be found in any method of carcass evaluation—yes, including also the so-called complete cut-out test which has been championed by educators as well as by industry people.

"What do we want the results of such carcass contests to tell us?

"We first want the carcasses selected to be of the kind

in major demand by all segments of the industry that sell products to consumers.

"Second, we want the results to provide in as simplified a manner as possible, the evaluations of the major characteristics that influence carcass desirability."

**Dr. O. D. Butler**, Texas A. & M. College: "Two beef carcass traits are of basic importance. These are (1) the proportion of the carcass that will be eaten as steaks and roasts, and (2) the palatability of those steaks and roasts. These might be described as the 'quantitative' and the 'qualitative' characteristics.

"The fundamental measure is the percentage of the chilled carcass made up of boneless, closely trimmed roast and steak cuts from the round with rump, loin end, short loin, prime rib, and chuck. The fat covering and intermuscular fat left on such cuts should not exceed  $\frac{3}{8}$  in. The boneless, closely trimmed cuts described compose about 46 per cent of the weight of Choice carcasses, but make up approximately 85 per cent of their retail value.

"The most important observation about those cuts however, is the variability in their yield from beef carcasses distributed to retailers. The USDA has identified a range of 23 percentage points in selected groups of carcasses, with an even wider variability among individual carcasses.

"Carcass fatness is the main cause of variation in cut-out yield. Cattle of superior muscling yield a higher proportion of the desired cuts. Superior muscling offsets the undesirable effect of excess fat, but the negative effect of such fat is greater than the positive effect of increased muscling.

"The rib eye exposed on normal quartering of carcasses gives a usable representation of the carcass muscling and the amount of fat that will have to be trimmed off. The closely trimmed boneless round gives a better estimate of carcass muscling, and some other cuts and combinations of cuts represent carcass muscling better than rib eye area, but none can be obtained as simply and without affecting the meat so as to impede the normal marketing of the carcass."

**MARKETING:** The marketing section, headed by Prof. Robert Kramer, Michigan State University, and concentrating most on the problems in final merchandising of beef to the consumer, also concerned itself with some of the methods and problems of marketing live cattle and wholesale beef carcasses.

The section's lengthy recommendation, which recognized what consumer statistics prove—beef is the most popular meat—also touched on shifting merchandising techniques, such as self-service in which "beef must sell itself," and upon geographical variances in beef production, marketing and preferences.

The marketing conferees also asked the retail industry to use more flexibility in pricing so that changes in live animal prices would be even more quickly reflected to the consumer; requested the U. S. Department of Agriculture and other "cost-of-living" reporting services to give full recognition to "weekend specials" in figuring statistics on food expenditures, and asked for more study of grading standards, "cutout" values of carcasses, and when marbling begins in young animals.

**Beef Ranching:** This segment of the industry was represented at the marketing session by John B. Armstrong of Selma, Ala.; Joe Finley of Encinal, Tex., and Tobin Armstrong of Armstrong, Tex.

**John B. Armstrong:** "Constructive suggestions for improving the working of the marketing system should be analyzed and considered objectively and impartially. Unfortunately, this is not always the case. . . .

"A growing amount of research indicates that young

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bulls full fed for slaughter in the same manner and at the same age as steers and heifers now are fed will provide beef with eating quality which is equal to that from steers and heifers. However, just try feeding some out and see what kind of a price you are offered! Then there is another area of prejudice that needs a little dusting off; some of the so-called 'plain' cattle sometimes come a lot nearer to hitting the mark at the retail level than the price paid for them would indicate!

"In order to achieve equity, fairness and justice by providing appropriate reward and encouragement for production of better value, the beef marketing system must not only cleanse itself of prejudice, but it must also make appropriate revision in the present grade standards which:

"Should not (but do) demand increased amounts of unwanted fat in order to compensate for alleged conformation deficiencies which often could not be substantiated in a cut-out test—all this in the face of research which shows that the negative effect of fatness is about twice as great as the positive effect of muscling in determining yield of salable trimmed retail cuts. Should not (but do) identify with the same grade stamp equal weight carcasses differing as much as \$50 or more in retail value. Such carcasses often are from animals of approximately the same live weight for which the same price was paid.

"Should not (but do) grade carcasses for quality without ribbing even though most carcasses must finally be ribbed before they can be sold, and suitable caps are now available to put over the exposed rib eye to give virtually complete protection against deterioration.

"Should not (but do) combine in one grade designation quantitative and qualitative evaluation—two com-

pletely unrelated factors which must be judged by entirely different criteria."

**Tobin Armstrong:** "Each of the characteristics of weaning weight, rate of gain, dressing per cent and cutability vary significantly within the cattle population. All can be measured quite accurately. All are inherited characteristics and lend themselves to improvement by selection. The degree to which the various combinations of these characteristics in individual animals can affect the unit cost of producing retail beef illustrates the tremendous potential for improvement that does exist in our present cattle population.

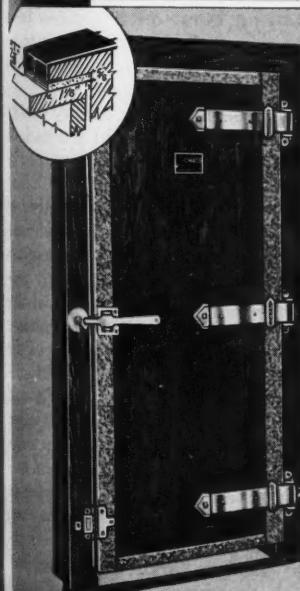
"Let us measure the effect of variation in these characteristics on retail beef costs (see Composite Table, page 24) and use only about one-third of the variation that is known to exist in each characteristic. We will do it with respect to 81 calves. Note that where it costs  $74\frac{1}{2}\text{¢}$  to produce retail beef from the average calf, it would cost only  $69\text{¢}$  to produce it from the 550-lb. weaning weight calf (rate of gain, slaughter weight, dressing per cent and cutability constant); the higher gaining calf would cost  $70\frac{1}{2}\text{¢}$  as against  $74\frac{1}{2}\text{¢}$ ; increasing the cut-out of round, loin, rib and chuck by 4 per cent reduces the retail cost of production to  $69\text{¢}$ .

"Assuming that one steer in the group combined great superiority for each statistic, having a weaning weight of 625 lbs. at 210 days,  $3\frac{1}{2}$  lbs. daily gain, 55 per cent cutability and dressing percentage of 61. His feed cost would be higher, but he would be marketed at 10 months of age and his boneless retail trimmed cuts would have an over-the-counter production cost of only  $47\frac{1}{2}\text{¢}$  (see Item VI, Composite Table)."

**Feeding:** Feeder representatives at the marketing session included Mark Knoof of Troy, Ohio; Martin

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TOBIN ARMSTRONG'S COMPOSITE TABLE

BASE	Weaning Weight lbs.	Cost Per Cwt.	Total Cost	Daily Gain lbs.	Days on Feed	Cost Per Day	Total Cost of Feed	Total Cost of Steer	Slaughter Weight lbs.	Dressing Pct.	Carcass Weight lbs.	Cut-out %	Total Retail Round, Loin & Chuck lbs.	Total Cost	Cost Per Cwt. Over Retail	Influence on Retail
Item I	475 20.00	95.00	2.10	226	50¢	113.00	208.00	950	61	579½	48	278	208.00	74.58	3.5	
Item II	550 14.44	95.00	2.10	195	50¢	97.50	192.50	950	61	579½	48	278	192.50	69.03	3.5	
Item III	475 20.00	95.00	2.60	183	55¢	100.65	195.65	950	61	579½	48	278	195.65	70.16	4.0	
Item IV	475 20.00	95.00	2.10	226	50¢	113.00	208.00	950	62	589½	48	283	208.00	73.57	1.0	
Item V	475 20.00	95.00	2.10	226	50¢	113.00	208.00	950	61	579½	52	301	208.00	69.10	5.4	
Item VI	550 17.27	95.00	2.60	154	55¢	84.70	179.70	950	61	579½	52	301	179.70	59.70	1.0	
Item VII	625 15.20	95.00	3.50	93	60¢	55.80	150.80	950	61	579½	55	319	150.80	47.31	2.7	
	400 23.75	95.00	1.70	324	45¢	148.80	240.80	950	61	579½	44	255	240.80	84.11	19.0	

Domke of Greeley, Col.: Lee Dalton of Eaton, Col., and William Swahlen of Tempe, Ariz.

*Lee Dalton:* "The Colorado Cattle Feeders Association is interested in how we can produce a light young animal and still have enough marbling to get into the Choice grade. We plan to work closely with Colorado State University in an effort to solve the problem of when during feeding the marbling takes place in the rib eye. . . .

"I think the trend will be to buy a feeder steer under 700 lbs. and a heifer under 550 lbs. and, by giving them a good feed of 150 to 170 days on the heifers and 180 days on the steers, the feeder should have a desirable piece of merchandise that will grade Choice and not have too much outside rind. These cattle do not need to be fancy quality but should be good cattle with a rather thin flesh to begin.

"This is going to be a rather difficult problem, as most ranchers are after poundage on their cattle, and the good operators usually sell yearlings weighing in the 700-lb. class with considerable flesh. We have observed through our feedlots that the heavy yearling is much less desirable in the beef than a lighter, thinner animal fed the same length of time."

*Martin Domke:* "With the vast amount of information available to producers and feeders through radio, television and teletype, they are able to keep themselves better informed than some outlets on terminal markets. . . . I am sure we are all intelligent enough to accept the fact that prices are not determined at our large terminal centers, but really are dictated by the housewife who buys the meat at the retail counter. All other phases merely follow the price she sets as she spends her money. No feeder, no producer, no terminal market is big enough to set a price.

"With the change in marketing from the centers to the country, changes in selling techniques and policy have occurred too. As we have moved along rapidly in the business, we find live animals no longer are so important; we are selling meat on the hook. Grades, yields, excess fat, size of rib eye have become important. Sometimes the animal that looks the best alive looks the worst on the hook.

"We have found out that in order to stay in business we need the packer to stay in business. Gone are the days of trying to fool the packer; we need him back every day. We have had to adopt certain standard

methods of weighing cattle to be honest with ourselves and the packer too. With this in mind the adoption of a pencil shrink has become standard procedure in weighing feeder and fat cattle. There are many reasons why this is a reality. Cattle bought on terminal markets, whether they be fat or feeder, go through a material shrink as they move to market. Pencil shrinks merely adjust the weights of the cattle at home to conform to these weights. It has become standard policy to weigh cattle at home at 7 a.m. and then shrink 3 or 4 per cent from the full weight. How ridiculous can we get when we think the weights at the terminal market could be anything near as standard as this? We see cattle weighed all hours of the day when the scales are open. We have seen cattle being held off water, feed and even turned into alleys to be sorted before weighing. Probably the most irregular weighings are obtained and reported at the terminal markets than anywhere in the country."

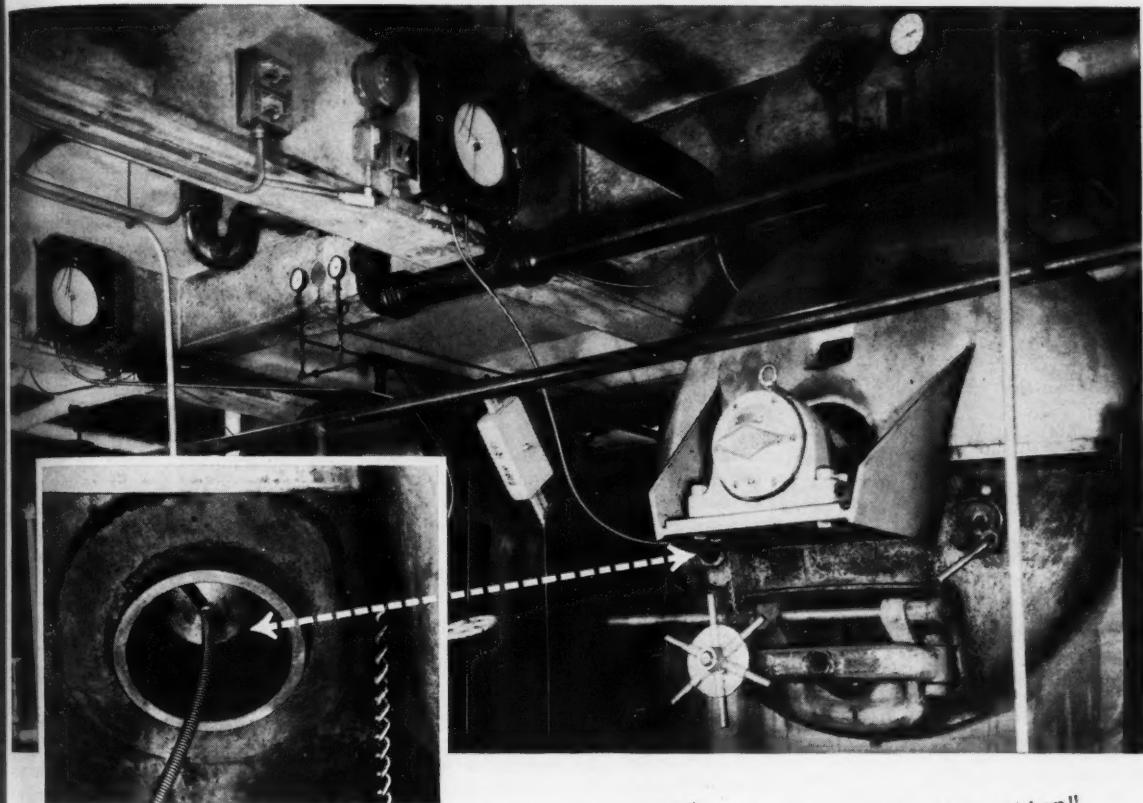
*Mark Knoop:* "I am convinced that ranchers and feeders are the only ones interested in a maximum price for beef. I base this conclusion on the fact that modern beef merchandising is being done on a volume basis with a controlled margin of profit. There appears to be constant downward pressure on beef prices in an effort to increase volume and profits. . . .

"In recent years there has been a revolutionary change in retail food merchandising that has caught the packers off guard and created problems they never dreamed of in the past. The rapid increase in size of retail food organizations and the great decrease in the number of independent retailers has resulted in concentrated purchasing power that has made many packers captives of the food chains. . . . This business relationship prevents packers from merchandising meat at the wholesale level. In fact, they really don't sell beef anymore but merely buy cattle to meet the price demands of the retailer. . . . Unfortunately, retailers sell beef at different prices for different reasons. Sometimes it is sold too cheaply to attract business as a loss leader. At other times it is sold much higher than it should be in relationship to the wholesale market. In this period of distressed cattle prices, the markup between wholesale and retail prices is abnormally high. . . .

"I do believe decentralization of livestock markets increases buying costs to packers, and, of course, any costs incurred between the producer and consumer are

[Continued on page 32]

# Taylor Lard Rendering Alarm System pays off for Emge Packing Company!



"Alarm system gives operator time for other work"  
"Have had no overtime labor since installation"  
"Quality of both lard and inedible grease is improved"  
"Anyone can be trained to cook in a week's time"

These comments were made by Mr. R. L. Symonds, Plant Superintendent of Emge Packing Company, Anderson, Indiana. Mr. Symonds is referring to the Taylor instrumentation on their seven dry rendering cookers. Each is equipped with a 2-pen Electronic Contact Recorder (two shown above) coupled with a signal light and horn alarm system.

No. 1 pen records condensate outlet temperature. No. 2 pen shows temperature of the product in the cooker. It is actuated by a special flush bulb mounted in the end wall of the cooker to give clearance for the agitator. (See inset photo). The thermal system

with the flush bulb is also equipped with an electronic contact, with adjustable setpoint in the recorder, to operate the alarm system.

When horn sounds the operator checks the product. If dried sufficiently he dumps the cooker; if not, he simply resets the pointer and continues the cook. However, simple or complex your control problem, there's a Taylor system that will cut your costs, maintain your product quality. See your Taylor Field Engineer, or write for **Catalog 500MP**. Taylor Instrument Companies, Rochester, N. Y., or Toronto, Ontario.

## Taylor Instruments **MEAN ACCURACY FIRST**

## Meat Board to Begin Species Promotion As Part of Emerging Plan for New Impact

FIRST STEPS toward expanding and strengthening the promotional efforts of the National Live Stock and Meat Board, traditionally devoted to all meat, have been taken with the appointment of two special committees to initiate specific programs devoted to beef and pork promotion.

The expansion into species promotion is the result of recommendations of the Board's program and policy study committee, which has been studying the entire U.S. meat promotion picture with the aid of a special advisory group headed by Dr. Herrell DeGraff of Cornell University. The study's committee's final recommendations are to be submitted at the end of this year.

The new beef and pork committees, each now composed of seven directors of the Meat Board, will be meeting with representatives of organizations of cattle and swine growers and feeders and other beef and pork promotion agencies to discuss specific problems and potentialities of species promotion, announced Meat Board chairman John Marble of Carmel Valley, Cal. The committees will be expanded to include representatives of state, regional and national species groups after the U.S. meat promotion study is completed, he said.

P. E. Petty, vice president in charge of beef operations of Swift & Company, Chicago, is a member of the beef committee, and H. H. Corey, chairman of the board of Geo. A. Hormel & Co., Austin, Minn., is a member of the pork committee. Both represent the American Meat Institute on the Meat Board directorate. The beef committee is headed by Norman Moser of DeKalb, Tex., a representative of the Texas and Southwestern Cattle Raisers Association, and the pork committee by James Nance of Alamo, Tenn., who represents the National Swine Growers Council.

Marble emphasized that the new program of species promotion by the Meat Board will supplement, rather than replace, its already established nationwide program of research, education and information for all meats. He also pointed out that an expanded budget will be required for the new venture.

**MORE FUNDS NEEDED:** In submitting its recommendations to the Meat Board directorate last month, the program and policy study com-

mittee proposed allocating \$1,000,000 a year to the species efforts, which would require almost doubling the current Meat Board budget. Paid advertising is not contemplated since a budget of several million dollars a year is considered necessary for even a modest effort in paid advertising and expanding the overall Meat Board budget by \$1,000,000 is viewed as an ambitious effort in itself.

As summarized by Dr. Herrell DeGraff in a report just made public, the program and policy study committee reasoned that a considerable promotion effort can be undertaken apart from paid advertising and at much lower cost.

"This more modest effort should be tried first, with future expansion as time and circumstances may change and make it feasible," the report says. "Promotion money is hard to come by, whether derived from producers or packers, and all interested parties want the maximum promotion impact for their limited sums of hard-earned money. At present, because the sheep industry now has a separate promotion program, this suggested \$1,000,000 would be allocated to the beef promotion committee and the pork promotion committee."

A broader foundation of support for the Meat Board, including wider participation by packers, is seen as necessary to raise the expanded budget. Additional support is expected to be generated in part, es-



FULLY-COOKED whole spare ribs with barbecue sauce, in 9-oz. and 12-oz. pliofilm bags, have been added to heat-and-serve line of Excelsior Food Products, New York.

pecially among producers, by the decision to engage in species promotion, the lack of which has caused splintering of industry efforts in recent years. The possibility of having the Meat Board develop and provide promotional materials and furnish some program guidance to state and regional beef councils is among the ideas being considered.

The study committee also is weighing the possibility of developing state and regional supporting committees to reach additional numbers of auction markets, other marketing agencies and direct purchasers of livestock that are not now supporting the Meat Board program.

**ALL PACKERS BENEFIT:** In pointing out that participation by more packers is necessary for adequate support of a revitalized Meat Board, DeGraff noted that contributions from packers amount to 33 per cent of the present Meat Board income. "The bulk of these funds comes from a relatively small number of relatively large packers," he reported. "Even a packer whose distribution is local or regional derives benefit from successful meat promotion fully as much, in proportion to his size, as does the big packer. Effective participation by more packers is necessary for the full potential of the Meat Board work. Some means of gaining the additional support must be found."

Dr. Robert Kramer of Michigan State University is making good progress on an analysis of the effectiveness of the Meat Board's present program, which is being made to assure maximum results from each dollar spent, and he will have a final report for the study committee this fall, DeGraff said.

Emphasizing that the primary function of the Board "must continue to be the maintenance of a good public image for meat," DeGraff pointed out that to serve the livestock and meat industry properly it must: "a) interpret meat in a favorable light to the public, and b) interpret the prevailing public attitude and public interest in meat back to the livestock and meat industry."

In regard to research efforts, the study committee believes that the Meat Board must be primarily a coordinator of research information on the dietary importance of meat and a catalyst for stimulating additional studies by the numerous public and private agencies with larger research budgets.

"The significance of the Board's research efforts for the future lies more in this direction, and in the

by the promotional activities in research, having a moderate degree is also important," DeGraff reported.

"Second, the Board must carry on its educational activities in a manner that will most effectively reach the largest number of consumers, with the maximum motivational impact, at lowest cost per person reached. Again, the timeliness as well as the techniques of specific educational efforts can be improved—at least in the thinking of quite a number of persons who are friendly critics of the Meat Board's present efforts.

"Third, the Board must more effectively explain and sell the value of its program to the producers, processors and market agencies that provide the Board's support. This requires, first, a sound and exciting program, and then effective techniques for having the program understood by those who provide and collect the money to carry it on."

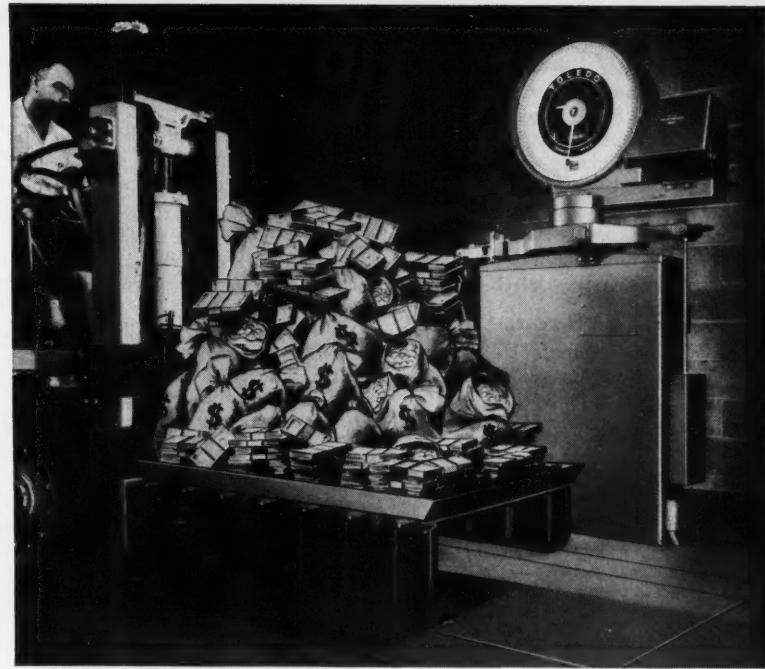
### American National Names Group to Study Promotion

Creation of a broad-scale cattle industry committee to study all phases of national beef promotion and to make recommendations for future action was announced in Denver by Fred H. Dressler, president of the American National Cattlemen's Association.

The presidents of six of the 33 affiliated state rancher and feeder organizations and the American National CowBelles were named to the special committee to meet "promptly" with similar committees appointed by the National Beef Council, National Live Stock and Meat Board and the National Livestock Feeders Association. Dressler said that creation of the special committee is a continuation of American National efforts to clarify confusion in the industry over the development of an effective and practical national beef promotion program.

### Purveyors' Meeting Will Cover Accounting Problems

Accounting report forms, inventory evaluation, credit controls and policies, cycle billing, profit planning and production costs are topics that will be covered at a meeting of the National Association of Hotel and Restaurant Meat Purveyors' accounting committee, August 1 and 2, in the Drake Hotel, Chicago, according to committee co-chairman



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Al Brengartner of Grill Meats, Inc., Sandusky, O.

A highlight of the meeting will be the discussion and adoption of a uniform production, delivery and operating expense classification for NAHRMP members. Participants have been asked to bring 20 copies of company forms considered valuable for reporting accounting information to top management.

### Meat Hog Conference

The 23rd National Hampshire Meat Hog Conference is slated for July 31-August 2 in Springfield, O.

### Exchange Soon Will Begin Trading in Pork Bellies

The Chicago Mercantile Exchange will begin futures trading in frozen pork bellies in September, marking the first time that the organization will trade in red meat, according to Henry Adlam, Exchange consultant. Specifications have been reviewed and freezing and carrying requirements revised following prolonged tests and consultations.

Following are excerpts from the specifications.

The definition applied to frozen pork bellies contracts (fresh freezer

accumulation) is: Bellies that are fresh, partly frozen or solidly frozen; that have been accumulating for a period not exceeding 15 days, and that are bright in appearance, reasonably free from freezer burn and show no indication of spoilage or discoloration due to rancidity.

All futures contracts of frozen pork bellies shall consist of green, square-cut, clear, seedless bellies from federally inspected packing plants. Each belly must bear a legend from the Meat Inspection Division, U. S. Department of Agriculture. A trading unit is 30,000 lbs. of 12/14-lb. weight range. Each trading unit shall be stored under one lot number and must be stored continuously in only one approved cold storage warehouse.

Frozen pork bellies, when tendered, shall not have been in storage for more than 165 days. At time of delivery, the seller must furnish a warranty that the bellies were not over 15 days old at the time of shipment from plant to warehouse.

A weight tolerance of  $\frac{1}{2}$  lb. on individual bellies is permitted, but the quantity may not exceed a total of 10 per cent over and/or under the weight range delivered. They must be either wrapped in wax paper or suitably glazed according to trade custom.

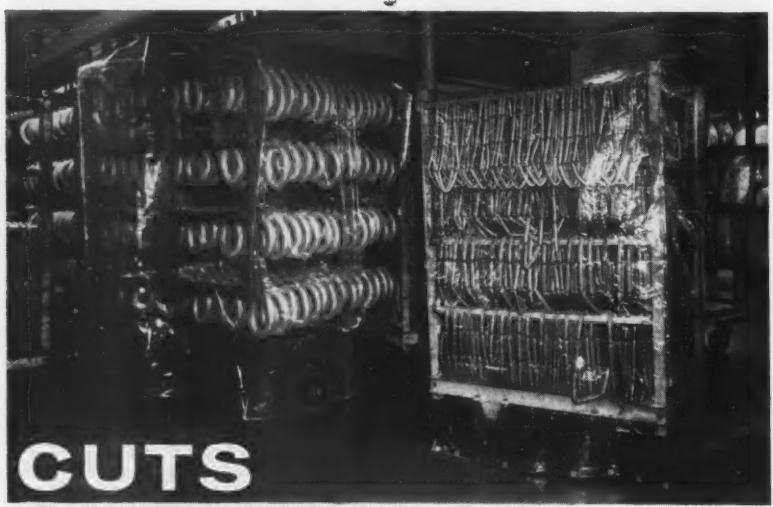
If the bellies in a 100-sample lot (fresh or defrosted) have 51 or more minor defects, but not more than 100, the lot will be deliverable as slicing bellies at  $\frac{1}{2}$ ¢ discount per lb. If minor defects exceed 100, the entire lot will disqualify for delivery. Exchange certificates shall be in good standing up to 5 p.m. on the business day following the day of tender.

The Chicago Mercantile Exchange trading floor is being prepared for the new contract by the installation of additional blackboards, which will carry daily cash prices, hog receipts at the 12 markets, top and average prices and Chicago USDA summaries. Adlam said that slaughter and production figures also will be provided.

### Belgium Removes Quotas on Meat From 'Common' Countries

Belgium has removed import quotas on beef, veal and pork from other common market countries, in accordance with the common market treaty on progressive liberalization.

At the same time, the Belgian government counteracted the step by placing a license tax on meat imports to guard against abnormal price fluctuations.



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## August Meeting Planned on North Carolina Inspection

Plans for administering North Carolina's new mandatory meat inspection program are to be discussed by L. Y. Ballantine, state agriculture commissioner, at an industry-wide conference tentatively scheduled for 2 p.m. Thursday, August 31, at the Hotel Sir Walter in Raleigh, N.C., the North Carolina Meat Packers Association has announced.

Preliminary plans for developing the new state-paid program were outlined by Ballantine at a recent meeting in Raleigh with the executive and inspection committees of the state packer association. The meeting was arranged by association president William H. Elliott of Elliott Packing Co., Goldsboro. Also present at Elliott's invitation were representatives of the North Caro-



DISCUSSING INSPECTION plans at preliminary meeting in Raleigh are (l. to r.) W. H. Elliott, president of North Carolina Meat Packers Association; L. Y. Ballantine, state commissioner of agriculture, and Dr. J. Clark Osborne, professor of veterinary medicine at N.C. State College.

lina Freezer Locker Association and the North Carolina Association of Veterinary Medicine.

Commissioner Ballantine expressed his appreciation to the associations for their cooperation and support in gaining compulsory meat inspection legislation and asked for their continued cooperation in developing an efficient, effective inspection program. He suggested that the president of each of the three associations designate a member to serve in an advisory capacity to him along with Guy Cassell, livestock marketing specialist at North Carolina State College, and a member of the State Health Department.

The commissioner promised that every effort will be made to find a well-qualified supervisor to administer the new meat inspection program and said that a training pro-

gram will be established to insure uniform, as well as effective, inspection. Pointing out that the appropriations for meat inspection and the state's new poultry inspection law are less than were requested, Ballantine said he is confident that it will be possible to provide effective inspection with the available budget by combining the two programs. He plans to have the same supervisor administer both programs and believes that other efficiencies can be gained by sharing certain professional or supervisory

personnel on an area basis.

Ballantine pointed out that meat packing plants operating under North Carolina's present voluntary, packer-paid inspection program may come under the new state-paid program on November 1, 1961, if they meet the requirements. The mandatory features of the law will become effective on July 1, 1962.

## 1961 IMPA Convention Set

The 1961 convention of the Indiana Meat Packers Association has been set for Friday, October 27, at the Marott Hotel, Indianapolis.

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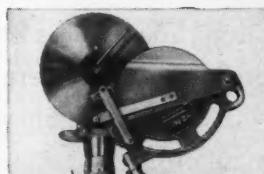
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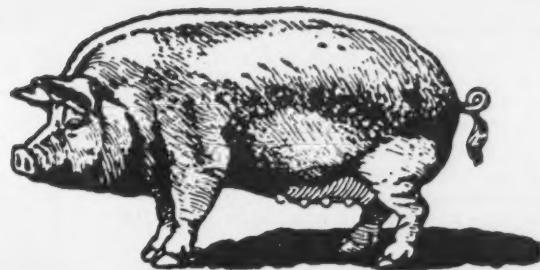
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### Beef Improvement Conference

[Continued from page 24]

borne by the producer and feeder. . . . In some areas there is an increasing trend toward selling cattle on a yield and grade basis. This practice is of absolutely no advantage to the producer. It removes all the risk for the packer and the seller loses his bargaining position. . . . It stands to reason that the packer is not going to spend valuable time to up-grade any cattle when the deal is already cinched. . . .

"It has been clearly demonstrated that the interests of livestock producers and other segments of the industry are not always identical. The over-all educational, research, and promotional achievements of the National Live Stock and Meat Board have been, without question, of tremendous value to producers, packers, retailers, marketing agencies, and other related interests. I am convinced that a new concept of specific specie promotion must be developed in conjunction with present Meat Board programs to provide the needed promotion of livestock products to the best interest of the producer alone. . . . Carcass beef is not a high profit item for meat packers. Much beef is sold at actual cost or below because the real profit is in the offal which is currently running at 20 to 25 per cent of the live weight of cattle, or a gross margin of between \$20 and \$25 on a 1,000-lb. animal. With bulls and cows selling at an all time high, relative to choice fed cattle, it is evident that more lucrative profits are derived from sausage and other processed meats that have reached a record per capita consumption of 12 lbs. per year. Consumers should be informed of the high cost of packaging and merchandising these products and that they are paying dearly for the convenience provided when they purchase processed, ready-to-eat meat items."

**Meat packers:** Speakers at the marketing session who expressed some of the views of the meat packing industry included James Olson, vice president of Geo. A. Hormel & Co.; Ed Trowbridge, jr., vice president of Wilson & Co.; Kenneth Monfort, Monfort Feed Lots, and Otto Florence, Jr., Independent Meat Co., Twin Falls.

James Olson stated as a fundamental that the beef industry sells lean meat and not fat and that consumers are also looking for tenderness. Noting that research shows that beef from an 18-month animal is noticeably more tender than that from a 30-month, he said:

"This probably shows the desirability that all beef animals except those reserved for breeding stock be brought to slaughter weight and finish at as early an age as possible, probably resulting in all of them being slaughtered under 24 months of age. We are sure that cattle slaughtered in 1961 are more nearly of this young age and more uniform in age than they were 10, 20 or more years ago."

After emphasizing that other than Prime and Choice, government grades don't mean much to the consumer, and commenting that the percentage of beef sold under private brands increased last year, Olson declared:

"The qualities of tenderness and leanness and flavor mean the most to the consumer. We feel sure that if we have the qualities desired in this beef, the grade or brand under which it may be merchandised will take care of itself, whether it be a government, packer or retailer brand. . . .

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amount of red meat rather than fat, as well as the total amount of muscling, is through carcass evaluation."

Pointing to the improvement in red muscling the swine breeders have achieved since they started using carcass evaluation as an additional bench mark to add to their knowledge of the live animal, and declaring that use of carcass evaluation records could do as much for beef breeds as milk production records have done for dairy cattle, Olson said:

"We recommend rib eye size and rib eye back fat thicknesses as easily obtained carcass bench marks in beef cattle to be used to provide the greatest and most speedy improvement. . . . We are not recommending changing things, but rather we are recommending adding to what we are already doing so as to pinpoint more definitely the superior animal and identify the inferior animal."

"The breeders are the ones who must do these things. Certainly expert feeding does make appreciable differences in the carcasses, but the key to maximum improvement is through the breeders in the selection of their animals." Olson concluded:

"What about the rewards to the breeder, who finds these animals with superior carcass as well as live qualities? If you investigate you will find that the dairy bulls whose daughters are producing 600 and 800 lbs. of butter fat are selling at prices which justify what has been done. Investigate the price and the demand for bulls whose litter mates have the carcass qualifications in addition to live beauty."

"All that's necessary is for the beef cattle breeders to get the program off the ground and add carcass evaluation to their records on the animals which they are producing."

"We recommend that each breeder take 10 per cent of his calf crop, steers or heifers, or both; bulls or best or the average—and feed them until they reach market weight of probably 1,000 lbs. and proper market grade. I am sure he can get rib eye measurements from many packers. Speaking for Hormel, we will provide it for any breeder at a very low cost—even perhaps for the asking."

E. A. Trowbridge, in commenting that he had no deeply significant suggestion to make with respect to improving the efficiency of beef operations, emphasized that when opportunities arise they are exploited immediately by every alert meat packer.

"The thing that motivates us to act with such dispatch," said Trowbridge, "is that we know we have competitors who could put us out of business in a very short time if we do not conduct our operations on a sound, efficient basis."

"Considering the large number of marketing firms in the country, with all of them being needled and prodded by the pressure of the competition to increase their efficiency, the aggregate effect of this process is to give our industry the most dynamic driving force toward marketing improvement that is possible to create."

After observing that retailers who have been most successful in merchandising beef have been those who had the most accurate picture of the kinds of beef that best conformed to their customers' preferences, Trowbridge said:

"In this particular area we are at present as inefficient as in any area. Fresh meats do not lend themselves to standardization as do many manufactured nonperishable articles; consequently, trends in this direction can

only come at the expense of the consumers' preferences. The sole hope of the cattle producer is to develop and market a product which as nearly as possible represents the consumers' preferences. This can only be accomplished by those of us performing a service between the producer and consumer interpreting these preferences accurately in terms of demand and price at all times and in all places without regard for standardization. . . .

"If history repeats, the greatest opportunities for marketing improvement in the years ahead will come from the future findings of our research laboratories. One example involves the study of maintaining freshness and appearance of beef cuts to make it possible to transfer consumer packaging from the retail store to the packing plant. The researchers will, sooner or later, succeed, and when they do, this work will revolutionize our beef distribution system."

"Freeze-drying is another research effort that is worthy of mention because much work is going on, even though the big payoff may be some distance off. . . .

"We can gain considerable confidence for the future by examining the degree to which consumer preferences favored our industry during the past four years. Beef consumption per person last year of 85 lbs. was exactly the same as four years earlier, yet consumers paid an average retail price last year of 74¢ per lb., which was 28 per cent more—16¢ per pound more—than they paid four years earlier for the same supply of beef. This is a really phenomenal increase in the demand for our products, and I am told that no other food came even close to matching it."

*Kenneth Monfort:* "I would like to start with the buying side of the packers' market story. I am an advocate of country selling."

After mentioning several reasons why the feeder



E. A. TROWBRIDGE

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likes to sell in the country, Monfort said that the following are reasons why the packer finds it advantageous to buy at least a part of his kill direct:

"The packer is guaranteeing his labor either 36 or 40 hours of work when he starts to kill on Monday. Many feel that they cannot be completely at the mercy of central market receipts. They therefore use country-bought cattle as a safety factor.

"The packer, like the feeder, is interested in the best possible grading, highest possible yields and fewest possible bruises. Many packers believe that this forces them to the country.

"The packer is very interested in being able to kill the kind of cattle he wants on the day he wants them. This is much simpler with country-bought cattle than it is with market cattle.

"The packer is also interested in a close relationship with the feeder. Feeder X is a good feeder and his cattle always kill well and perform up to certain expectations. Therefore, the packer wants to continue to be offered these cattle. . . .

"Within the last two or three weeks, the USDA Packers and Stockyards Division has made menacing gestures at our industry, particularly the buying of cattle in the country. They are in effect attempting to make illegal many of the customary (in our area) country selling practices.

"Some of the practices that they are objecting to, include: (1) A pencil shrink on fat cattle. (2) The feeder guaranteeing the packer against condemnations. (3) Any after-kill adjustment such as those that might be arranged on calfy heifers. (4) Any buying by packers on a dressed basis. I believe this is undue interference

by the P & S people into both the packers' and the feeders' business. Before we became packers, we used all of these four points in the selling of our cattle. I failed at that time to see that any packer was taking advantage of me."

Observing that packers do a terrible job of selling their dressed beef, and that cleanup beef too often determines the market for all, Monfort said that packers must eventually take into consideration the shape of their markets when they determine their kill and suggested that an effort should be made to work with the unions to obtain more flexibility in the work-week.

After noting that the large chains are the packers' best customers, since they buy in quantity at decent prices and work hard to merchandise beef, Monfort commented:

"Many buyers for chains are extremely arrogant. Many do not treat us as legitimate suppliers of their largest single sales item. Many refuse to allow competitive bids. Many seem to prefer one supplier. Some even appear dishonest. True, these are in the minority, and yet I am sure these few are the ones that give their industry a generally bad name among their suppliers."

Otto Florence, jr.: "I am a small independent slaughterer. My marketing problems are similar to those of the medium and large concerns. Here is what my customers want of me:

"They want a consistent supply of desirable beef.

"They want lean beef with good color and texture.

"They want lightweight beef.

"They want a high ratio of lean to fat and bone.

"They want, in most cases, beef with a USDA grade.

"They want beef delivered to them in good condition—no bruises, blemishes, or cuts, and properly chilled.

"They want these beef delivered on set schedules.

"And above all they want these beef carcasses delivered at a nominal cost to them.

"During the past few years, we independent packers have discovered that more and more of our customers want trimmed or streamlined beef. In most cases this consists of removing the flank, navel, plate, brisket and fore shank—cuts that normally could be used more readily at the processing plants anyway. Many packers discourage this practice, but it could be a method whereby more beef could be sold.

"More beef is being fabricated or broken into trimmed primal cuts at the packinghouse level, particularly in the small independent slaughtering concerns. Here we can readily see how fat, wasty beef affects the cut-out value of a carcass. More beef breaking at the packinghouse level could improve the beef picture."

**Retailers:** Talks were made by Seth Shaw, marketing consultant; Roy Griswold of Thrifimart, Inc.; Scott Detrick, president of NARGUS, and Kent Christensen, National Association of Food Chains.

Scott Detrick: "Little we could say for the independent retailer would be different from the views presented by corporate chains or voluntary and cooperative groups. The basic problem of beef marketing (and most food marketing) deals with improved communications. Preliminary to solving the problem is determination of clear-cut terms for use at all levels of marketing.

"As far as pricing is concerned, we all agree that progress needs to be made relative to bringing all prices in line with quantitative yield. I feel that unless producers and

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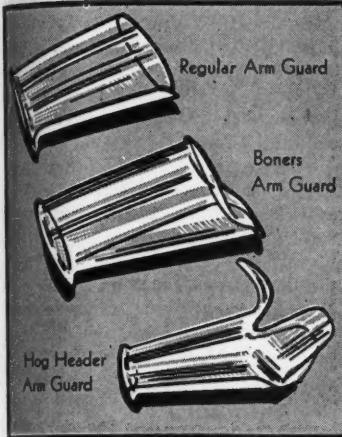
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packers bring this about, the government will step in with its dual grading system (quality and cutability). To accomplish this job now, without government, packers need to work more closely with retailers to develop buying specifications.

"Packers should be encouraged to offer more defatted cattle and packers and producers should move ahead in the area of color control research. Self-service merchandising has placed a heavy burden on retailers always to present color-appealing meat, and anything producers and packers can do to relieve this burden would help."

**Seth T. Shaw:** "The retailer wants beef with certain quality characteristics. These characteristics should include marbling, firmness, color, texture of flesh, color and character of fat, and evidence in the bone of degree of maturity. The retailer wants more than eating quality; he also wants beef with good appearance in bright red lean against creamy white fat. He wants sufficient firmness so the meat will hold bloom and fluids after cutting and packaging.

"The retailer wants good conformation, not only because of relationship to cutout values, but because it affects appearance of the cuts on display and satisfaction at the table.

"The retailer wants a quality standard. He needs it for the procurement of his supplies. He needs a standard—a consistent, uniform standard—on which to base his advertising and merchandising. The retailer without a meat program will have no meat reputation, and no retailer can have a program without some well-defined quality standard.

"The great need today is for a general awakening to the differences that exist in the value of carcasses based on their yields of the various retail cuts. Our grading system is somewhat responsible for clouding this issue; we have been willing to think only of eating quality, and have assumed that all cattle fed to the same finish would have about the same value. Should the grading system reflect this difference in cutout? Government has a legitimate interest in improving efficiency of our marketing system, but I believe the livestock industry clings to the view that government should do only what the industry cannot accomplish without help.

"A committee from the National Association of Food Chains has met three times with the merchandising committee of the American Meat Institute. The purpose was to look for those ways in which marketing

[Continued on page 42]



(Or do people just follow their noses?)

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# ALL MEAT... output, exports, imports, stocks

## Post-Holiday Week Meat Output Up Sharply

Meat production under federal inspection for the week ended July 15 totaled 434,000,000 lbs. for a 21 per cent increase over the previous short holiday week's output of 358,000,000 lbs., and it also held a small edge over last year's volume of 424,000,000 lbs. for the same post-holiday week. Slaughter of all livestock rose sharply due to the influx of extra animals which would have been slaughtered the previous week had it not been for the holiday. Only cattle kill numbered larger than last year, although hog slaughter appears to be drawing abreast of last year's kill. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
July 15, 1961	420	249.9	1,105	158.7
July 8, 1961	340	204.3	935	134.3
July 16, 1960	409	238.5	1,114	158.0
Week Ended	VEAL		LAMB AND MUTTON	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
July 15, 1961	90	11.9	300	13.5
July 8, 1961	65	8.6	235	10.8
July 16, 1960	101	13.5	300	13.5
1950-61 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.				434
1950-61 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.				358
				424
AVERAGE WEIGHT AND YIELD (LBS.)				
Week Ended	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
July 15, 1961	1,035	565	255	144
July 8, 1961	1,045	601	235	132
July 16, 1960	1,015	583	246	142
Week Ended	CALVES		SHEEP AND LAMBS	
	Live	Dressed	Live	Dressed
July 15, 1961	235	132	95	45
July 8, 1961	252	144	95	46
July 16, 1960	233	134	96	45
LARD PROD.		Per cwt.		Mil. lbs.
				36.0
				30.8
				14.0
				38.4

## Pork Leads Meat Out of Cold Storage in June; Beef Holdings Gain; Lamb, Mutton At New Peak

**M**EATS moved into cold storage in reduced volume during June. Total meat inventories at the close of the month at 499,171,000 lbs. was down by about 24,000,000 lbs. from a month earlier and about 92,-

000,000 lbs. smaller than a year ago. Decreases in pork and veal holdings offset gains in stocks of other meats.

Beef stocks rose to 154,822,000 lbs. from 153,471,000 lbs. at the close of May and were over 9,000,000 lbs.

### U.S. COLD STORAGE MEAT STOCKS, JUNE 30, 1961

	June 30	May 31	June 30	June av.
	1961	1961	1960	1956-60
<b>Beef:</b>				
1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.
Frozen	143,956	142,581	135,599	122,375
In cure and cured	10,866	10,581	9,746	11,676
Total beef	154,822	153,471	145,345	134,051
<b>Pork in freezer:</b>				
Picnics	4,444	3,686	17,446	.....
Hams	31,804	40,528	72,159	.....
Bellies	65,947	79,984	113,278	.....
Loin	11,515	11,211	.....	.....
Jowl	8,039	10,641	.....	.....
Butts	6,551	5,898	.....	.....
Sparerib	6,564	8,546	.....	.....
Trimming	16,702	20,195	.....	.....
Other pork*	54,563	48,713	103,668	.....
Total pork in freezer	206,129	229,402	306,551	249,566
Pork, in cure and cured:				
D.S. bellies*	7,674	7,041	10,163	.....
Other D.S. pork*	6,448	6,253	7,051	.....
All other pork	24,173	25,856	26,923	.....
Total cure pork	38,295	39,150	44,137	59,362
Veal in freezer	244,424	268,552	350,688	308,928
Lamb and mutton in freezer	10,383	10,897	7,733	9,782
Canned meats in cooler:				
Hams*	43,026	46,266	.....	.....
Other	20,254	19,568	75,439	71,395
Total, all meats	499,171	523,066	590,859	535,307

On June 30, 1961, the government held in cold storage out of processors' hands 2,000,000 lbs. of beef and 1,635,000 lbs. of pork. \*Not reported separately prior to 1957. †Not reported separately prior to December, 1960.

larger than a year earlier and about 20,000,000 lbs. above the five-year 1956-60 average of 134,051,000 lbs.

Pork inventories, down by more than 20,000,000 lbs. since the close of May, totaled 244,424,000 lbs. on June 30. This volume was also about 116,000,000 lbs. smaller than a year earlier and about 65,000,000 lbs. below average. Of total June 30 pork stocks, 206,129,000 lbs. were fresh accumulation.

Changes in stocks of other meats varied, with veal inventories down a trifle since the close of May, but somewhat larger than a year ago. Stocks of lamb and mutton were the largest on record and more than double a year ago. Hams followed the general pork trend and decreased by about 3,000,000 lbs.

## Soviet Union Now World's Largest Horsemeat Producer

Soviet Russia has become the largest producer of horsemeat in the world, the Foreign Agricultural Service has revealed. This position has come about because of the rapid liquidation of horses in the wake of mechanization of farms.

Production of the meat has risen from about 26,000,000 lbs. in 1950 to 463,000,000 lbs. in 1956. However, production declined again to about 430,000,000 lbs. in 1959.

Communist leaders have urged the people to use horsemeat as a means of augmenting the current meat supply, thereby providing a market for excess horsemeat and hastening mechanization.

It was figured that if each person in the USSR ate his per capita share of the meat, he would receive only 2.1 lbs. per year. France is the second largest producer of horsemeat with a recorded output of 229,000,000 lbs., which is equal to 5.1 lbs. per capita. U.S. production of horsemeat amounts to less than 50,000,000 lbs. a year and is used mostly as food for dogs, cats, etc.

## EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totaled 406,824,000 lbs. in May. Of this volume, 184,129,000 lbs., or 45.8 per cent, were shortening and 129,310,000 lbs., or 31.8 per cent, were salad or cooking oils. Shipments of oleomargarine oils and/or fats totaled 93,385,000 lbs., or 22.9 per cent of the total. Shipments in May, 1960, amounted to 417,605,000 lbs.

# PROCESSED MEATS . . . SUPPLIES

## U.S. Meat Imports Down In May, Below Last Year

Foreign meat entered the United States in reduced volume during May. Total U. S. meat imports for the month at 50,128,330 lbs. was down by about 15,000,000 lbs. from April volume and about 6,000,000 lbs. smaller than in May, 1960. Australia, normally a larger shipper, contributed only 4,902,397 lbs. This compared with 20,582,377 lbs. in April and 11,514,064 lbs. in May, last year. New Zealand, with 10,807,336 lbs., was our largest foreign meat supplier in May. This volume was about the same as last year, but nearly double the April volume. U. S. canned pork imports, mostly from Denmark, Poland and Holland, totaled 8,702,412 lbs. as against 10,840,507 lbs. last year. U. S. meat imports are listed as follows:

### Country of origin

	—Fresh meats and edible offal—				—Cured meats—			
	Beef, Veal Pounds	L & M Pounds	Pork Pounds	Beef Pounds	Pork Pounds	Beef Pounds	Pork Pounds	
Argentina	4,139,520	575,349	.....	40,911	.....	.....	.....	
Australia	4,902,397	.....	.....	62,831	.....	.....	.....	
Brazil	2,155,967	4,170	3,520,259	2,720	551,609	.....	.....	
Canada	.....	.....	.....	.....	1,800	.....	.....	
Denmark	.....	.....	.....	.....	8,008	.....	.....	
Germany	.....	.....	.....	.....	17,824	.....	.....	
Holland	3,300,753	.....	.....	.....	.....	.....	.....	
Ireland	4,013,791	.....	.....	.....	.....	.....	.....	
Mexico	9,409,475	1,398,361	.....	.....	.....	.....	.....	
New Zealand	.....	.....	.....	18,000	.....	.....	.....	
Uruguay	.....	.....	.....	31,850	13,019	.....	.....	
All others	2,001,085	16,350	.....	.....	.....	.....	.....	
Totals—May 1961	25,020,591	1,994,230	3,520,259	156,312	592,260	.....	.....	
May 1960	29,419,962	4,652,036	5,341,647	203,628	671,986	.....	.....	
Canned meats								
Beef Pounds	Pork Pounds	Miscel. Pounds	beef Pounds	Sausage (treated) Pounds	General miscel. Pounds	Totals Pounds		
Argentina	5,857,116	84,253	603,600	7,685	6,593,565	.....	.....	.....
Australia	186,408	.....	.....	1,120	4,902,397	.....	.....	.....
Brazil	270,000	.....	.....	2,240	335,071	.....	.....	.....
Canada	11	222,069	10,108	6,244	255,526	6,728,683	.....	.....
Denmark	89,614	2,613,700	324,463	108,777	.....	3,138,354	.....	.....
Germany	.....	216,968	.....	105,077	.....	330,053	.....	.....
Holland	3,637,947	23,923	.....	819	.....	3,680,513	.....	.....
Ireland	.....	.....	.....	.....	.....	3,300,753	.....	.....
Mexico	.....	.....	.....	.....	.....	4,013,791	.....	.....
New Zealand	170,000	.....	.....	.....	10,807,836	.....	.....	.....
Paraguay	24,000	1,862,482	980,542	2,756	172,756	.....	.....	.....
Uruguay	849,873	.....	.....	.....	2,867,024	.....	.....	.....
All others	20,160	149,246	125,893	26,747	5,311	2,389,661	.....	.....
Totals—May 1961	7,467,182	8,702,412	1,549,182	603,600	247,664	274,638	50,128,330	.....
May 1960	3,710,903	10,840,507	800,787	60,300	386,135	319,356	56,407,247	.....

Note: In addition to the above, imports of horse meat (in pounds) for May, 1961 were as follows: Argentina, 213,514; Canada, 9,267; May, 1960—Mexico, 80,000.

## U.K. 4-Month Lard Imports Down 25% From Last Year

The United Kingdom imported 117,791,000 lbs. of lard in the first four months of this year, according to the Foreign Agricultural Service. This volume represented a 25 per cent decline from 158,438,000 lbs. of lard imported by the U.K. in the same period of last year.

The United States, traditionally Britain's largest supplier, contributed 80,127,000 lbs. of total U.K. lard imports. This volume, 68 per cent of total U.K. lard imports for the four months, showed a decline from 129,372,000 lbs. or nearly 82 per cent of the U.K. lard market last year.

U.K. lard imports by country of origin and percentage of total for January-April, are listed below as follows:

	Jan.-Apr., 1960	Jan.-Apr., 1961
	Quantity 1,000 pounds	Pct. of total pounds
Un. States	129,372	81.7
France	15,943	10.1
Belgium	1,604	1.0
Denmark	4,643	2.9
Holland	3,541	2.2
Canada	1,502	0.9
Sweden	1,514	1.0
Others	319	0.2
Totals	158,438	100.0
	117,791	100.0

## SLICED BACON

Sliced bacon production for the week ended July 7 amounted to 23,663,629 lbs., according to the U.S. Department of Agriculture.

### DOMESTIC SAUSAGE

Pork, sausage, bulk (f.o.b. Chgo.)	
In 1-lb. roll ..... 36 @ 39	
Pork saus. sheep cas., in 1-lb. package ..... 53 1/2 @ 61	
Frank's, sheep casings, in 1-lb. package ..... 64 @ 70	
Frank's, skinless, 1-lb. 49 1/2 @ 52 1/2	
Bologna ring, bulk ..... 50 1/2 @ 56 1/2	
Bologna, a.c., bulk ..... 41 @ 42 1/2	
Smoked liver, n.c., bulk ..... 55 @ 59	
Smoked saus., a.c., bulk ..... 40 @ 45	
Polish saus., self-service, pack. ..... 66 @ 73	
New Eng. lunch spec. ..... 64 1/2 @ 70 1/2	
Olive loaf, bulk ..... 47 1/2 @ 53	
Blood, tongue, n.c. ..... 53 1/2 @ 66	
Blood, tongue, a.c. ..... 47 1/2 @ 64	
Pickle loaf, bulk ..... 51 1/2 @ 67	
Pickle & pimento loaf ..... 41 1/2 @ 54	
Bologna, a.c., sliced (del'd)	
6,705, pack. doz. ..... 2,67 @ 3,60	
New Eng. lunch spec., sliced, 6-7oz. doz. ..... 4,17 @ 4,92	
Olive loaf, sliced ..... 3,02 @ 3,84	
P.L. sliced, 6-oz. doz. ..... 2,87 @ 4,80	
P.A.P. loaf, sliced, 6-7oz. dozen ..... 2,87 @ 3,60	

### DRY SAUSAGE

(Lb., lb.)	
Cervelat, hog bungs ..... 1.11 @ 1.13	
Thuringer ..... 66 @ 68	
Farmer ..... 75 @ 77	
Holsteiner ..... 90 @ 92	
Salami, B.C. ..... 1.01 @ 1.03	
Salami, Genoa style ..... 1.11 @ 1.13	
Salami, cooked ..... 52 @ 54	
Pepperoni ..... 91 @ 93	
Mediterranean ..... 1.05 @ 1.07	
Coldberg ..... 94 @ 96	
Mortadella ..... 77 @ 79	

### CHGO. WHOLESALE SMOKED MEATS

Wednesday, July 19, 1961	
Hams, to-be-cooked, (av.)	
14/16, wrapped ..... 48	
Hams, fully cooked, ..... 49	
Hams, to-be-cooked, ..... 49	
Hams, 16/18, wrapped ..... 47	
Hams, fully cooked, ..... 48	
Bacon, fancy de-rind, ..... 48	
8/10 lbs., wrapped ..... 47	
Bacon, fancy, sq. cut. seedless, 10/12 lbs. wrapped ..... 45	
Bacon, No. 1 sliced, 1-lb. heat seal, self-service, pk. ..... 54	

### SPICES

(Basis Chicago, original barrels, bags, bales)	Whole	Ground
Allspice, prime ..... 86	96	
resifted ..... 99	1.01	
Chili pepper ..... 58	58	
Chili powder ..... 58	58	
Cloves, Zanzibar ..... 59	64	
Ginger, Jamaica ..... 45	50	
Mace, fancy Banda ..... 3.10	3.50	
East Indies ..... 2.30		
Mustard flour, fancy ..... 43		
No. 1 ..... 38		
West Indies nutmeg ..... 1.55		
Paprika, American, No. 1 ..... 38		
Paprika, Spanish, No. 1 ..... 80		
Cayenne pepper ..... 63		
Pepper:		
Red, No. 1 ..... 59		
Black ..... 61	66	
White ..... 70	76	

### SAUSAGE CASINGS

(LcL prices quoted to manufacturers of sausage)	
Beef rounds: (Per set)	
Clear, 29/35 mm. ..... 1.25 @ 1.50	
Clear, 35/38 mm. ..... 1.30 @ 1.50	
Clear, 35/40 mm. ..... 1.10 @ 1.40	
Clear, 38/40 mm. ..... 1.35 @ 1.60	
Not clear, 40 mm./up ..... 1.00 @ 1.10	
Not clear, 40 mm./drn. ..... 80 @ 85	
Beef weasands: (Each)	
No. 1, 24 in./up ..... 15 @ 18	
No. 1, 22 in./up ..... 15 @ 18	
Beef middles: (Per set)	
Ex. wide, 2 1/2 in./up ..... 3.75 @ 3.85	
Spec. wide, 2 1/2-2 1/2 in. ..... 2.75 @ 3.00	
Spec. med. 1 1/2-2 1/2 in. ..... 1.85 @ 2.10	
Narrow, 1 1/2-in./drn. ..... 1.10 @ 1.15	
Beef weasands: (Each)	
No. 1, 24 in./up ..... 15 @ 18	
No. 1, 22 in./up ..... 15 @ 18	
Beef bungs caps: (Each)	
Clear, 5 in./up ..... 42 @ 46	
Clear, 4 1/2-5 in. ..... 34 @ 38	
Clear, 4 1/2-4 1/2 in. ..... 21 @ 23	
Clear, 3 1/2-4 1/2 in. ..... 15 @ 17	
Beef bladders, salted: (Each)	
7 1/2 inch./up, inflated ..... 22	
6 1/2-7 1/2 inch., inflated ..... 14	
5 1/2-6 1/2 inch., inflated ..... 14	
Pork casings: (Per Hank)	
29 mm./down ..... 5.75 @ 6.10	
29/32 mm. ..... 5.75 @ 6.10	
32/35 mm. ..... 5.20 @ 5.30	
35/38 mm. ..... 4.10 @ 4.50	
38/42 mm. ..... 3.50 @ 3.75	
Hog bungs: (Each)	
Sow, 34 inch cut ..... 66 @ 68	
Export, 34 inch cut ..... 60 @ 62	
Large prime, 34-in. ..... 46 @ 48	
Med. prime, 34-in. ..... 36 @ 38	
Small prime, 34-in. ..... 17 @ 19	
Middles, cap off ..... 72 @ 74	
Skip bungs ..... 11 @ 12	

### CURING MATERIALS

Nitrite of soda, in 400-lb. (Cwt.) bbls., del. or f.o.b. Chgo. \$12.38		
Pure refined gran. nitrate of soda, f.o.b. N.Y. ..... 5.95		
Pure refined powdered nitrate of soda, f.o.b. N.Y. ..... 10.95		
Salt, paper-sacked, f.o.b. Chgo. gran., carlots, ton .. 31.00		
Rock salt in 100-lb. bags, f.o.b. whse., Chgo. ..... 29.00		
Sugar:		
f.o.b. spot, N.Y. ..... 6.50		
Refined standard cane gran., delv'd. Chgo. ..... 9.417		
Packers' curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2% ..... 8.60		
Dextrose, regular:		
Cerelose, (carlots, cwt.) ..... 6.65		
Ex-warehouse, Chicago ..... 7.12		
SEEDS AND HERBS		
(LcL, lb.)	Whole	Ground
Caraway seed ..... 26	31	
Cominos seed ..... 35	40	
Mustard seed		
fancy ..... 20		
yellow Amer. ..... 20		
Oregano ..... 37		46
Coriander,		
Morocco, No. 1 ..... 32		37
Marjoram, French ..... 54		63
Sage, Dalmatian, No. 1 ..... 59		66

# FRESH MEATS... Chicago and outside

## CHICAGO

July 18, 1961

### CARCASS BEEF

Steers, gen. range:	(carlots, lb.)
Choice, 500/600	36 @ 36 1/2
Choice, 600/700	35 1/2 @ 35 1/2
Choice, 700/800	34 1/2 @ 34 1/2
Good, 500/600	34 1/2
Good, 600/700	33 1/2
Bull	34 @ 34 1/2
Commercial cow	29
Canner-cutter cow	29 1/2 @ 30

### PRIMAL BEEF CUTS

Prime:	(lb.)
Tr. loins, 50/70 (del)	75 @ 90
Sq. chux, 70/80	28 1/2 @ 29 1/2
Armchux, 80/110	27 1/2 @ 28 1/2
Ribs, 25/35 (del)	54 @ 55
Briskets, (del)	24
Navels, no. 1	12 1/2 @ 13
Flanks, rough no. 1	13 1/2
Choice:	
Hindqtrs, 5/700	47n
Foreqtrs, 5/800	25 1/2 @ 26 1/4
Rounds, 70/90 lbs.	44 @ 44 1/2
Tr. loins, 50/70 (del)	66 @ 69
Sq. chux, 70/90	28 1/2 @ 29 1/2
Armchux, 80/110	27 1/2 @ 28 1/2
Ribs, 25/30 (del)	45 @ 46
Ribs, 30/35 (del)	42 @ 44
Briskets, (del)	24
Navels, no. 1	12 1/2 @ 13
Flanks, rough no. 1	13 1/2
Good (all wts.):	
Rounds	43 @ 44
Briskets	23 @ 24
Sq. chux	28 @ 29
Ribs	41 @ 43
Loins, trm'd	58 @ 60

### COW, BULL TENDERLOINS

C&C grade, fresh	(Job lots, lb.)
Cow, 3 lb./down	62 @ 66
Cow, 3/4 lbs.	69 @ 74
Cow, 4/5 lbs.	85 @ 90
Cow, 5 lbs./up	98 @ 102
Bull, 5 lbs./up	98 @ 102

### CARCASS LAMB

	(del., lb.)
Prime, 35/45 lbs.	40 @ 42
Prime, 45/55 lbs.	40 @ 42
Prime, 55/65 lbs.	39 @ 41
Choice, 45/55 lbs.	40 @ 42
Choice, 35/45 lbs.	39 @ 42
Choice, 55/65 lbs.	39 @ 41
Good, all wts.	36 @ 40

### PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass)	Los Angeles	San Francisco	No. Portland
	July 18	July 18	July 18
Choice, 5-600 lbs.	\$40.00 @ 40.50	\$40.00	\$39.00 @ 41.00
Choice, 6-700 lbs.	39.00 @ 40.00	39.00 @ 40.00	38.50 @ 40.00
Good, 5-600 lbs.	39.00 @ 39.50	38.00 @ 39.00	38.50 @ 40.00
Good, 6-700 lbs.	37.50 @ 38.00	38.00 @ 39.00	38.00 @ 40.00
Stand., 3-600 lbs.	37.50 @ 38.00	37.50 @ 39.00	36.00 @ 38.00

### COW:

Commercial, all wts.	30.00 @ 32.00	31.00 @ 32.00	30.00 @ 33.00
Utility, all wts.	30.00 @ 31.50	29.00 @ 30.00	29.00 @ 32.00
Canner-cutter	29.00 @ 30.00	29.00 @ 30.00	28.00 @ 30.00
Bull, util. & com'l.	37.00 @ 39.00	35.00 @ 37.00	37.00 @ 40.00

### FRESH CALF:

Choice, 200 lbs./dn.	43.00 @ 49.00	None quoted	45.00 @ 49.00
Good 200 lbs./dn.	43.00 @ 46.00	43.00 @ 45.00	44.00 @ 47.00

### LAMB (Carcass):

Prime, 45-55 lbs.	38.00 @ 41.00	37.00 @ 40.00	33.00 @ 36.00
Prime, 55-65 lbs.	37.00 @ 39.00	35.00 @ 37.00	None quoted
Choice, 45-55 lbs.	38.00 @ 41.00	37.00 @ 40.00	33.00 @ 36.00
Choice, 55-65 lbs.	37.00 @ 39.00	35.00 @ 37.00	None quoted
Good, all wts.	36.00 @ 38.00	35.00 @ 37.00	32.00 @ 34.00

### FRESH PORK: (Carcass) (Packer style)

135-175 lbs. U.S. No. 1-3 None quoted

### LOINS:

8-12 lbs. 49.00 @ 53.00

12-16 lbs. 47.00 @ 50.00

### PICNICS:

(Smoked) 32.00 @ 35.00

### HAMS:

12-16 lbs. 42.00 @ 45.00

16-20 lbs. 40.00 @ 44.00

### BEEF PRODUCTS

	(lb.)
Tongues, No. 1, 100's	29 n
Tongues, No. 2, 100's	26
Hearts, regular, 100's	23 1/2 n
Livers, regular, 100's	19 1/2 n
Livers, selected, 35/50's	24 1/2 n
Tripe, scalded, 100's	6 1/2
Tripe, cooked, 100's	8 1/2
Lips, unscalded, 100's	11 1/2 n
Lips, scalded, 100's	12 n
Meats	5 1/2 n
Lungs, 100's	6 1/2
Udders, 100's	5 n

### FANCY MEATS

Beef tongues,	
corned, No. 1	33
corned, No. 2	31
Veal breads, 6/12 oz.	94
12-oz./up	128
Calf tongues, 1-lb./dn.	25

### BEEF SAUS. MATERIALS

FRESH	
Canner-cutter cow meat, (lb.)	
barrels	42 1/2
Bull meat, boneless	
barrels	46 @ 46 1/2
Beef trimmings,	
75/85%, barrels	32
85/90%, barrels	37 @ 38
Boneless chuck,	
barrels	42
Beef cheek meat,	
trimmed, barrels	31 1/2 n
Beef head meat, bbls.	28 1/2 n
Veal trimmings,	
boneless, barrels	43 1/2 @ 44

### VEAL SKIN-OFF

Prime	(Job lots)	(lb.)
90/120	53 @ 54	
120/150	52 @ 54	
90/120	48 @ 50	
120/150	40 @ 46	
90/190	40 @ 42	
Utility	36 @ 38	
60/120	31 @ 33	

### BEEF HAM SETS

Insides, 12/up, lb.	54
Outsides, 8/up, lb.	53
Knuckles, 7 1/2/up, lb.	53
—	
n-nominal, b-bid, a-asked	

## NEW YORK

July 19, 1961

### CARCASS BEEF AND CUTS

Prime steer:	(del., lb.)
Hinds., 6/700	49 @ 57
Hinds., 7/800	47 @ 55
Rounds, cut across	
flank off	45 @ 50
Rds., dia. bone, f.o.	46 @ 51
Short loins, untrim.	76 @ 87
Ribs	45 @ 52
Arm chucks	30 @ 34
Briskets	24 @ 33
Plates	15 @ 19

### CHOICE STEER:

Carcass:	(del., lb.)
5/700	38 1/2 @ 38
6/700	36 @ 37 1/2
6/700	45 @ 50
Rounds, cut across,	
flank off	44 @ 48
Rds., dia. bone, f.o.	45 @ 49
Short loins, untrim.	53 @ 57
Short loins, trim.	62 @ 69
Flanks	15 @ 19
Ribs	40 @ 46
Arm chucks	27 @ 33

### GOOD STEER:

Carcass:	(del., lb.)
5/700	38 1/2 @ 38 1/2
6/700	36 @ 38
Rounds, flank off	45 @ 48
Loins, full, untr.	47 @ 50
Loins, full, trim.	62 @ 65
Ribs, 7-bone	42 @ 45
Armchux, 5-bone	29 @ 32
Briskets, 5-bone	21 @ 24

### CHOICE STEER:

Carcass:	(del., lb.)
350/700	31 @ 33
Utility 350/700	31 @ 33
Cut-out 350/700	31 @ 33
None quoted	
Veal carc.: Choice	60/90 lbs. n.q. 39 @ 41
Veal carc.: Good	60/120 lbs. 43 @ 45 41 @ 43
Lamb carc.: Pr & Ch.	35/45 lbs. 42 @ 44 38 @ 41
45/55 lbs.	40 @ 42 37 @ 39
55/65 lbs.	39 @ 41 36 @ 38

### VEAL CARC.:

Veal carc.:	(del., lb.)
60/90 lbs.	36 @ 38
60/120 lbs.	43 @ 45 41 @ 43
120/150 lbs.	43 @ 45 30 @ 42
None quoted	
Lamb carc.:	
35/45 lbs.	42 @ 44 38 @ 41
45/55 lbs.	40 @ 42 37 @ 39
55/65 lbs.	39 @ 41 36 @ 38

### COW, BEEF LIVERS

Cow, b-bid	(del., lb.)
Shoulders, 16/dn.	29
Pork livers	14 1/2
Tenderloins, fresh, 10's	9
Neck bones, bbls.	9
Feet, s-c., bbls.	6 @ 7

### OMAHA, DENVER MEATS

Omaha, July 19, 1961	(Job lots, lb.)
Hams, skinned, 10/12	45 @ 48
Hams, skinned, 12/14	49 @ 52
Spareribs, 3-lb./dn.	49 @ 52
Hams, sknd., 10/12	38 1/2 @ 41
Hams, sknd., 12/14	37 1/2 @ 41
Picnics, S. S. 4/6 lbs.	39 @ 41
Picnics, S. S. 6/8 lbs.	36 @ 38
Pork loins, boneless	53
Shoulders, 16/dn.	29
Pork livers	14 1/2
Tenderloins, fresh, 10's	9
Neck bones, bbls.	9
Feet, s-c., bbls.	6 @ 7

### CHGO. FRESH PORK AND PORK PRODUCTS

July 18, 1961	(Job lots, lb.)



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# PORK AND LARD ... Chicago and outside

## CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

### CASH PRICES

(Carlot basis, Chicago price zone, July 19, 1961)

SKINNED HAMS		BELLIES	
F.P.A. or fresh	Frozen	F.P.A. or fresh	Frozen
10/12	38 1/2	32a	6/8
12/14	39	32	8/10
14/16	39	31 1/2	10/12
16/18	39	31 1/2	12/14
18/20	38	30	14/16
20/22	34	29	16/18
22/24	31 1/2	28b	18/20
24/26	30		
25/28	29 1/2		
25 up, 2s in	27 1/2		

### D.S. BRANDIED BELLIES (CURED)

F.P.A. or fresh	Frozen	D.S. Clear
4/6	26 1/2	20/25
6/8	24	25/30
8/10	23 1/2	30/35
10/12	23 1/2	35/40
12/14	21 1/2	40/50
14/16	21 1/2	15 1/2
16/18	21 1/2	
18/20	21 1/2	
20/22	21 1/2	
22/24	21 1/2	
24/26	21 1/2	
25 up, 2s in	27 1/2	

### FAT BACKS

Frozen or fresh	Cured
7n	6/8
7n	8/10
7 1/2	9%
8 1/2n	10/12
9n	11 1/2
10n	14/16
11n	16/18
12 1/2n	18/20
13n	20/25

### OTHER CELLAR CUTS

Frozen or fresh	Cured
17...	n.q.
Sq. Jowl, boxed	n.q.
14...	Jowl Butts, loose 14 1/2
12 1/2...	Jowl Butts, boxed n.q.

ranked, b-bid, n-nominal

## DRUM LARD FUTURES

FRIDAY, JULY 14, 1961

Open	High	Low	Close
July 9.15	9.22	9.12	9.12
9.45	9.47	9.37	9.37
9.57	9.57	9.50	9.50a
9.47	9.47	9.42	9.42a
10.45	10.25	10.25	10.25

Sales: 1,680,000 lbs.

Open interest at close, Thurs., July 13; July, 18; Sept., 400; Oct., 68; Nov., 78, and Dec., 123 lots.

MONDAY, JULY 17, 1961

(del. lb.)	July 9.02	9.02	8.65	8.70b
Sept. 9.37	9.40	9.00	9.05b	
Oct. 9.50	9.52	9.15	9.20b	
Nov. 9.35	9.60	9.30	9.30b	
Dec. 10.25	10.25	10.17	10.17a	

Sales: 3,080,000 lbs.

Open interest at close, Fri., July 14; July, 21; Sept., 404; Oct., 67; Nov., 76, and Dec., 124 lots.

TUESDAY, JULY 18, 1961

(del. lb.)	Sept. 9.05	9.17	9.00	9.05
Oct. 9.22	9.27	9.15	9.17a	
Nov. 9.22	9.37	9.22	9.25	
Dec. 10.17	10.17	10.10	10.10	

Sales: 2,480,000 lbs.

Open interest at close, Mon., July 17; July, 14; Sept., 403; Oct., 71; Nov., 80, and Dec., 127 lots.

WEDNESDAY, JULY 19, 1961

(del. lb.)	Sept. 9.07	9.20	9.07	9.20
Oct. 9.25	9.27	9.25	9.27b	
Nov. 9.35	9.37	9.35	9.37	
Dec. 10.20	10.25	10.20	10.22	

Sales: 920,000 lbs.

Open interest at close, Tues., July 18; July, 7; Sept., 399; Oct., 78; Nov., 78, and Dec., 125 lots.

THURSDAY, JULY 20, 1961

(del. lb.)	Sept. 9.27	9.35	9.27	9.27
Oct. 9.37	9.45	9.37	9.42	
Nov. 9.45	9.50	9.42	9.42	
Dec. 10.30	10.30	10.20	10.20	

Sales: 1,800,000 lbs.

Open interest at close, Wed., July 19; Sept., 406; Oct., 80; Nov., 78, and Dec., 127 lots.

## CUT-OUT MARGINS CHANGE UNEVENLY THIS WEEK

(Chicago costs, credits and realizations for Monday and Tuesday)

Hog cut-out margins changed unevenly this week as those on lightweight stock rose mildly from their broad minus positions of last week, while the pattern on the other two was more or less irregular. Lower live costs however, tended to relieve pressure, but this was offset by lower returns of pork.

	Value		Value		Value	
	-180-220 lbs.	-220-240 lbs.	-240-270 lbs.	per cwt.	per cwt.	per cwt.
Lean Cuts	\$11.32	\$16.58	\$11.02	\$15.67	\$10.22	\$14.67
Fat cuts, lard	5.00	7.27	4.94	7.14	4.47	6.33
Ribs, trimmings, etc.	2.15	3.10	1.88	2.68	1.94	2.45
Cost of hogs	17.81			17.96		
Condemnation loss	.08			.08		
Handling, overhead	2.50			2.55		
TOTAL COST	20.69	30.22	20.59	29.61	19.76	28.03
TOTAL VALUE	18.47	26.95	17.84	25.49	16.63	23.45
Cutting margin	—2.22	—3.27	—2.75	—4.12	—3.13	—4.58
Margin last week	—2.44	—3.43	—2.80	—3.77	—3.04	—5.16

## PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
	July 18	July 18	July 18
1-lb. cartons	15.50@18.50	16.50@19.00	14.00@21.00
50-lb. cartons & cans	14.50@17.50	16.00@18.00	None quoted
Tierces	14.50@17.00	1.50@17.00	13.00@15.00

## PACKERS' WHOLESALE LARD PRICES

### VEGETABLE OILS

Wednesday, July 19, 1961

	Crude cottonseed oil, f.o.b.
Refined lard, drums, f.o.b.	Valley 13@13 1/2
Chicago	\$12.00
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	11.50
Kettle rendered, 50-lb. tins, f.o.b. Chicago	13.50
Leaf, kettle rendered, drums, f.o.b. Chicago	13.00
Lard flakes	12.75
Standard shortening, North & South, delivered	2.50
Hydrogenated shortening, N. & S. drums, del'd	20.75

	OLEOMARGARINE
Wednesday, July 19, 1961	
White dom. veg. solids	13 1/2
30-lb. cartons	25 1/4
Yellow quarters, 30-lb. cartons	27 1/4
Milk churned pastry, 750-lb. lots, 30's	24 1/2
Water churned pastry, 750-lb. lots, 30's	23 1/2
Bakers, drums, tons	20

	OLEO OILS
Prime oleo stearine, bags	11 1/2
Extra oleo oil (drums)	16 1/2
Prime oleo oil (drums)	16 1/4

	N. Y. COTTONSEED OIL CLOSINGS
Closing cottonseed oil futures in New York were as follows:	
July 14—July, 15.51-14.75; Sept., 13.85-95; Oct., 13.60; Dec., 13.53-54; Mar., 13.63b-67a; May, 13.65b-69a, and July, 13.68	
July 17—Sept., 13.75-77; Oct., 13.53b-56a; Dec., 13.44b-48a; Mar., 13.60-57; May, 13.62 and July, 13.63b-64a	
July 18—Sept., 13.87-88; Oct., 13.63b-66a; Dec., 13.53-52; Mar., 13.67; May, 13.68b-72a, and July, 13.70b-74a	
July 19—Sept., 13.95b-96a; Oct., 13.72b-77a; Dec., 13.61; Mar., 13.72b-76a; May, 13.73b-79a, and July, 13.75b-78a	

July 20—Sept., 13.85; Oct., 13.60; Dec., 13.51; Mar., 13.62; May, 13.62b, and July, 13.64b.

b-bid, a-asked

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MEATS

1961

MEATS

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# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)  
Wednesday, July 19, 1961

### BLOOD

Unground, per unit of ammonia, bulk ..... 6.25n

### DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose  
Low test ..... 7.25n  
Med. test ..... 6.75n  
High test ..... 6.50n

### PACKINGHOUSE FEEDS

	Carlots, ton
50% meat, bone scraps, bagged	97.50@ 100.00
50% meat, bone scraps, bulk ..	65.00@ 97.50
60% digester tankage, bagged ..	95.00@ 100.00
60% digester tankage, bulk ..	92.50@ 95.00
80% blood meal, bagged ..	130.00
Steamed bone meal, 50-lb. bags (specially prepared) .....	95.00
60% steamed bone meal, bagged ..	85.00

### FERTILIZER MATERIALS

Feather tankage, ground, per unit ammonia (85% prot.)	*5.75
Hoof meal, per unit ammonia ..	6.50n

### DRY RENDERED TANKAGE

Low test per unit protein .....	1.80@ 1.85n
Medium test, per unit prot. ....	1.75@ 1.80n
High test, per unit prot. ....	1.65@ 1.70n

### GELATIN AND GLUE STOCKS

Bone stock, (gelatin), ton .....	16.50
Jaws, feet (non gel) ton .....	3.50@ 6.00
Trim bone, ton .....	5.50@ 9.50
Pigskins (gelatin) lb. (cl) .....	7½
Pigskins, smoked, edible (cl) ..	17½n

### ANIMAL HAIR

Winter coil-dried, c.a.f. midwest, ton .....	60.00@ 80.00
Winter, coil-dried, midwest, ton ..	65.00@ 70.00
Cattle switches, pieces .....	1@ 2½
Summer processed (Apr.-Oct.) gray, lb. .....	6@ 7

\*Del. midwest f&del. midwest, n-nom., a-asked

## TALLOWS and GREASES

Wednesday, July 19, 1961

The inedible fats market was inclined to easiness late last week, and some bleachable fancy tallow traded within the range of 5½@6¢, c.a.f. Chicago, and the price depended on the quality of stock. Special tallow traded at 5@5½¢, also delivered Chicago, and the outside price was for the better grade material.

A few tanks of edible tallow changed hands at 8¢, c.a.f. Chicago; edible tallow also traded at 7½¢, f.o.b. Denver, and at 7¾¢, f.o.b. River points, with more offered. Choice white grease, all hog, moved at 6¾¢, c.a.f. Chicago. Yellow grease was rather mixed. However, talk around trading circles suggested 4¾¢ as the price in Chicago, but some producers felt that 4¾¢ was still obtainable. A couple of tanks of prime tallow sold at 5½¢, c.a.f. Chicago.

A continued soft undertone was apparent on inedible tallow and grease on Monday of the new week. Choice white grease, all hog, was

bid at 7½¢, c.a.f. New York, but it was held fractionally higher. Choice white grease, all hog, was bid at 6¾¢, c.a.f. Chicago, with offerings at 6¾¢. A couple of tanks of bleachable fancy tallow sold at 5½¢, c.a.f. Chicago. Some inquiry was apparent on bleachable fancy tallow at 6¢, c.a.f. Avondale, La. B-white grease sold at 5¢, c.a.f. Chicago.

Considerable dickering was evident among buyers and sellers on Tuesday, with some bleachable fancy tallow selling at 5¾@5½¢ and prime tallow at 5½¢, all c.a.f. Chicago. Special tallow sold at 5¢, and yellow grease at 4¾¢, c.a.f. Chicago. Edible tallow sold at 7¾¢, f.o.b. River and at 7½¢, f.o.b. Denver. Edible tallow was sought at 8¢, c.a.f. Chicago, but it was held at 8¼¢.

The inedible tallow and grease market slowed down somewhat as midweek approached and both buyers and sellers maintained a "wait and see" attitude. Only sparse trading was reported, and at steady price levels. Bleachable fancy tallow sold at 5¾¢, special tallow at 5¢, and yellow grease at 4¾¢, all delivered Chicago. Choice white grease, all



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hog, was bid at 7½¢, c.a.f. New York and at 6¾¢, c.a.f. Chicago. Edible tallow traded at 8¢, Chicago basis, and the same material was offered at 7¾¢, f.o.b. River, and at 7½¢, f.o.b. Denver. Original fancy tallow was reported bid at 6¢, Chicago. Bleachable fancy tallow was sought at 6¢, c.a.f. New York, and at 5½@6¢, c.a.f. Avondale.

**TALLOW:** Wednesday's quotations: edible tallow, 7¾¢, f.o.b. River, and 8¢, Chicago basis; original fancy tallow, 6¢; bleachable fancy tallow, 5¾¢; prime tallow, 5½¢; special tallow, 5¢; No. 1 tallow, 4¾¢, and No. 2 tallow, 4½¢.

**GREASES:** Wednesday's quotations: choice white grease, all hog, 6¾¢; B-white grease, 5¢; yellow grease, 4¾¢, and house grease was quoted at 4½¢.

The above Wednesday price quotations on tallow and grease are not final for the day and are subject to change during late trading rounds.

#### EASTERN BY-PRODUCTS

New York, July 19, 1961  
Dried blood was quoted today at \$5.25 per unit of ammonia. Wet rendered tankage was listed at \$5.25@6 per unit of ammonia and dry rendered tankage was priced at \$1.60 per protein unit.

#### CHICAGO HIDES

Wednesday, July 19, 1961

**BIG PACKER HIDES:** Through midweek a week ago, about 60,000 big packer hides had been sold and all at steady prices. Toward the end of last week, however, additional Northern and River light native cows sold, the Northerns moving at 18½¢ and the Rivers at 20½¢, with some light average at 21¢, for a week's total of about 80,000 hides traded and all at steady prices. This included heavy native steers, heavy native cows, light native cows from River and low freight points. Butt-branded steers and Colorado steers moved in large volume. Some heavy Texas steers and branded cows moved, the cows from Northern and Southwestern points.

On Monday of the new week there was no action, but bids were steady for all types, the trend continuing into Tuesday. Late Tuesday and through midweek, trading was brisk, raising total sales up to 80,000 pieces. Most big packers traded in heavy native and butt-branded steers at a ½¢ advance. Branded cows moved at steady to ½¢ higher prices. Colorado steers sold steady, with various producers obtaining the ½¢ price ad-

vance. One producer sold Northern light cows at 19¢, up ½¢. Heavy native and branded cows sold steady. Further trading was expected later in the week.

**SMALL PACKER AND COUNTRY HIDES:** Trading was limited in the midwestern small packer market. However, the market responded to the advance of the big packer trade, and it appeared that 50/52-lb. native small packer hides sold at 17@18¢, and 60/62-lb. averages at 14@15¢. Branded small packer hides carried the usual 1½¢ differential. Lockerbutchers, 52/54-lb. allweights, were quoted 14½@15¢. Renderers were still quoted at 12½@13¢, and No. 3 hides at 10¢, f.o.b. shipping point. Horsehides are slow; however, some choice, trimmed Northern stock were reported at \$7.00@7.50

**CALFSKINS AND KIPSKINS:** Small packer calfskins, all weights, advanced during the past week and were last quoted mostly at 42@47½¢. Allweight kips were nominal at 35@37¢, with very little trading reported. Country allweight calf also showed an advance and this week were quoted at 28@29¢. Allweight kips were pegged at 24@25¢. Regular slunks were still nominal at 1.80.

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728 W. MADISON ST., CHICAGO 6, ILL., PHONE (312) STATE 2-8050

CALIFORNIA PLANT & OFFICE: 245 W. Pomona Blvd. — Monterey Park — (213) RAYmond 3-9747

Northern points, were offered and sold at .75@.80, with No. 2's still nominal at .50. Southwestern No. 1 shearlings last sold at 1.15@1.20, but sellers were asking 1.25@1.30 this week. No. 2's from Southwestern points, which last sold at .55, were still available at that price. Northern-River fall clips, which were also limited in quantity, were quoted at 1.50@1.75, and on Southwestern production, an outside price of 1.75 was suggested. Midwestern spring lamb pelts sold at 1.85@2.00, with more available. Pickled skins are scarce and firm at 12.00 for lambs and at 14.25 for sheep. Full wool dry pelts still nominal at .18.

### U.S.-Argentine January-May Cattlehide Exports Above 1960

Total exports of cattlehides by the United States and Argentina for the first five months of 1961 amounted to 6,436,000 pieces, an increase of 1,123,000 over the same five months of 1960. While increases were seen in the movement to all major areas except the Netherlands, movement to Japan increased by a startling 78.2 per cent. Western Europe imports at 2,437,000 compared with 2,424,000 in January-May, last year.

U.S. Argentine cattlehide exports for the first five months of 1961-60

are listed below in 000 pieces as follows:

	1961	1960
To	From U.S.	From Arg.
West. Hemisphere	622	99
W. Germany	325	649
Holland	323	338
Italy	73	369
Britain	29	89
Other West. Europe	149	93
Russia, East. Europe	213	1,418
Japan	1,297	41
Others	244	65
Totals	3,275	3,161
Totals, U.S., Arg.	6,436	5,823

### CHICAGO HIDE QUOTATIONS

#### PACKER HIDES

	Wednesday, July 19, 1961	Cor. date	1960
Lgt. native steers	21 @ 21½ n	18 :18½	
Hvy. nat. steers	16 @ 16½	13½ @ 14	
Ex. lgt. nat. steers	22½ n	19½	
Butt-brand. steers	13½	11½	
Colorado steers	12 @ 12½	10	
Hvy. Texas steers	12½ @ 13	11 n	
Light Texas steers	19 n	16 n	
Ex. lgt. Texas steers	20½ n	17½ n	
Heavy native cows	16½ @ 17	15 @ 15½	
Light nat. cows	18½ @ 20½	17 @ 18 n	
Branded cows	15 @ 16	12½ @ 13	
Native bulls	10½ @ 11 n	10 @ 10½	
Branded bulls	9½ @ 10 n	9 @ 9½	
Calfskins:			
Northerns, 10/15 lbs.	62½ n	57½ n	
10 lbs./down	60 n	47½ n	
Kips, Northern native,			
15/25 lbs.	50 n	40 n	

#### SMALL PACKER HIDES

STEERS AND COWS:	60/62-lb. avg.	14 @ 15	11½ @ 12 n	n
50/52-lb. avg.	16½ @ 17½	14½ @ 15	n	

#### SMALL PACKER SKINS

Calfskins, all wts.	40 @ 42	39 @ 40 n	n
all vts.	35 @ 37	32 @ 33 n	

#### SHEEPSKINS

Packer shearlings:	No. 1	.75 @ .80	1.30 @ 1.40	
No. 2		.50	.90 @ 1.00	

Dry Pelts		.18	.22n	
Horsehides, untrrim.	7.50 @ 8.00n	8.00 @ 8.50n		

Horsehides, trim.	7.00 @ 7.50n	8.00		
n-nominal				

#### SMALL PACKER HIDES

STEERS AND COWS:	60/62-lb. avg.	14 @ 15	11½ @ 12 n	n
50/52-lb. avg.	16½ @ 17½	14½ @ 15	n	

#### SMALL PACKER SKINS

Calfskins, all wts.	40 @ 42	39 @ 40 n	n
all vts.	35 @ 37	32 @ 33 n	

#### SHEEPSKINS

Packer shearlings:	No. 1	.75 @ .80	1.30 @ 1.40	
No. 2		.50	.90 @ 1.00	

Dry Pelts		.18	.22n	
Horsehides, untrrim.	7.50 @ 8.00n	8.00 @ 8.50n		

Horsehides, trim.	7.00 @ 7.50n	8.00		
n-nominal				

#### SHEEPSKINS

Packer shearlings:	No. 1	.75 @ .80	1.30 @ 1.40	
No. 2		.50	.90 @ 1.00	

Dry Pelts		.18	.22n	
Horsehides, trim.	7.50 @ 8.00n	8.00 @ 8.50n		

Horsehides, trim.	7.00 @ 7.50n	8.00		
n-nominal				

### PET FOOD PRODUCTION

Canned food and canned or fresh frozen food component for dogs, cats and like animals prepared under federal inspection totaled 4,906,937 lbs. in the week ended July 1.

### N. Y. HIDE FUTURES

Friday, July 14, 1961

	Open	High	Low	Close
July	17.30b	17.50	17.45	17.40b
Oct.	16.90b	17.00	16.98	17.00
Jan.	16.75b	17.03	17.03	16.85b
Apr.	16.65b	16.95	16.70	16.70b
July	16.60b	16.75	16.70	16.74b

Sales: 16 lots.

Monday, July 17, 1961

July	17.00b	17.00	17.00	17.40b
Oct.	17.05	17.10	17.04	17.06b
Jan.	16.95b	17.03	17.03	16.95b-17.00
Apr.	16.99	16.95	16.95	16.95
July	16.85b	16.85	16.85	16.85b

Sales: 14 lots.

Tuesday, July 18, 1961

July	17.25b	17.25	17.25	17.45b-18.00
Oct.	17.35	17.57	17.35	17.45
Jan.	17.20b	17.38	17.35	17.30b-35a
Apr.	17.08b	17.28	17.25	17.20b-28a
July	17.01b	17.01b	17.01b	17.10b-30a

Sales: 44 lots.

Wednesday, July 19, 1961

July	17.50b	18.20	18.20	17.75b-18.00
Oct.	17.40b	17.57	17.55	17.71b-74a
Jan.	17.30b	17.63	17.45	17.60-63a
Apr.	17.20b	17.50	17.45	17.45b-45a
July	17.05b	17.30	17.30	17.40b-45a

Sales: 61 lots.

Thursday, July 20, 1961

July	17.50b	18.75	18.50	18.52-51
Oct.	17.40b	17.57	17.55	17.71b-74a
Jan.	17.30b	17.63	17.45	17.60-63a
Apr.	17.20b	17.50	17.45	17.45b-45a
July	17.05b	17.30	17.30	17.40b-45a

Sales: 61 lots.

### Beef Improvement Conference

[Continued from page 35]

can be improved. One subject which has been explored in all three meetings is the defatting of beef carcasses at the packer level. We were all in agreement that it is economic nonsense to leave fat on the carcass which the retailer cannot use and doesn't want.

The defatting of beef carcasses would go a long way toward solving the problem that dual grading is proposed to solve. The retailers suggest a defatting standard which would involve: 1) Removal of kidney knob, leaving no more than 1 in. of fat; 2) Removal of all pelvic cavity fat; 3) A clean trim of cod and bag fat, and 4) the removal of all tail vertebrae and a closer trim of tailhead fat."

*Roy Griswold:* "Thriftmart, the chain I represent, operates 61 stores in southern California. The opinions I express are my own. First, I would like to describe our retail operation. We have a beef buyer who devotes his entire time to selecting and stamping dressed cattle and lambs to our specifications. We buy almost 100 per cent locally-slaughtered cattle.

"Our specifications are: 1) Weights 550-625 lbs.; 2) All cattle and cuts must be graded; 3) We buy only steer beef; 4) Cattle must have as little excess kidney and loin fat as possible, good covering but not excessive and fat white or whitish in color; 5) Cattle must have youth; 6) Cattle must have conformation for good cutting yield; 7) Flesh must be firm and properly marbled, and 8) Beef cuts must be from graded cattle not over 700 lbs.

"Delivery: 1) We try to move our cattle from the packer to stores within two to four days; 2) We order

and deliver on a daily basis to local stores and to our out-of-town stores twice weekly; 3) We receive on 100 per cent weight basis at store level and carlot purchases are from ½ to 1 per cent allowable shrink, and 4) We give preference to packers having refrigerated trucks with hanging facilities.

"Processing at store level: 1) Forequarter cuts are processed and moved to the consumer within four to seven days of kill date; 2) Hindquarter cuts are sold between seven and 14 days, and 3) Trim: Today's self-service meat operations demand a costly trim; Beef costing 39¢ lb. wholesale, will cost 54¢ lb. to fabricate for retail cuts.

Our tests show that:

USDA Choice steers of 675 lbs. average have 16 per cent fat, or 108 lbs. per steer; Choice steers of 570 lbs. average have 11½ per cent fat, or 65 lbs. per steer; Good steers of 570 lbs. average have 9 per cent fat, or 51 lbs. per steer, and USDA Standard steers, 550 lbs. average have 7 per cent fat, or 38 lbs. per steer.

"Our breakdown of sales is: Beef 40 per cent, veal 2 per cent, lamb 5 per cent, pork 10 per cent, provisions 15 per cent, fish and frozen foods 5 per cent, poultry 23 per cent. Today, beef has competition for the consumers' meat dollar. Due to modern breeding and feeding techniques, the poultry industry is producing good meat at extremely low cost.

"The trend, at least in our area, has been a greater usage of beef cuts. This creates difficulties of supply. Moreover, cuts are from wastier cattle...

"Our experience with hormone cattle is: Lack of marbling, soft in muscle tissue and watery. Believe me, this beef frightens us when cut and packaged because of the shrink and quality."

# LIVESTOCK MARKETS...Weekly Review

## Cattle and Calves on Feed in 26 States July 1 Number Slightly More Than a Year Earlier

A total of 5,752,000 head of cattle and calves was on feed for market in the 26 major feeding states on July 1, 1961, according to the Crop Reporting Board. This number represented a small increase over the 5,652,000 head on feed in these states a year earlier, but a moderate seasonal drop from the 7,015,000 head on feed April 1 of this year. The April 1 to July 1 decline in numbers on feed was 18 per cent this year compared with 15 per cent in the same period last year.

Cattle and calves on feed in the North Central states July 1 at 3,897,000 head were 3 per cent above the 3,767,000 on feed July 1 last year. Iowa, the leading state, was unchanged from a year earlier. Illinois was 5 per cent higher, but Nebraska decreased 6 per cent. All other states in the region, except Missouri, which was down 3 per cent, had about the same number or more than a year earlier.

On July 1, 1961, there were 1,574,000 head of cattle and calves on feed in the 11 Western states compared with 1,628,000 head last July 1—a decrease of 3 per cent. California, the leading western state, was down 3 per cent and Arizona was off 11 per cent compared with July 1 last year. Colorado and Washington, both showing a 6 per cent increase, were the only states in the region having more cattle on feed than a year earlier.

## See Drouth Limiting Western Herd Expansion

Expansion of cattle and sheep numbers in the western region during the next six to nine months will most certainly be curtailed if the drouth continues, livestock interests in the area have indicated. Range pasture is drying out as well as hay for winter feeding. The dry area ranges westward and southwestward from Minnesota to the coast. Some movement of livestock to other areas and to early market has already begun. The situation borders on the desperate.

## FEDERALLY INSPECTED SLAUGHTER

Federally inspected slaughter during June plus six-month totals were reported by the U.S. Department of Agriculture, as follows:

### CATTLE      HOGS

	1961	1960	1961	1960
January	1,631,970	1,564,384	5,744,394	6,515,333
February	1,435,432	1,436,803	5,077,830	5,841,062
March	1,627,136	1,576,941	6,110,107	6,116,138
April	1,501,732	1,411,833	5,048,334	5,371,122
May	1,753,899	1,605,641	5,586,760	5,483,058
June	1,785,223	1,691,903	5,092,789	5,086,245
July		1,591,899	4,304,435	
August		1,787,102	5,202,928	
September		1,781,880	5,165,068	
October		1,745,652	5,407,051	
November		1,624,552	5,707,057	
December		1,575,755	5,725,666	

### CALVES      SHEEP

	1961	1960	1961	1960
January	426,682	413,350	1,299,859	1,236,564
February	385,040	388,848	1,117,479	1,076,026
March	456,542	481,727	1,310,706	1,087,886
April	387,153	394,150	1,247,341	1,054,106
May	380,822	378,098	1,358,376	1,109,721
June	363,744	396,897	1,251,590	1,136,793
July		373,655	1,112,789	
August		449,928	1,240,422	
September		513,809	1,322,820	
October		516,157	1,352,732	
November		501,720	1,191,914	
December		451,113	1,114,348	

### JANUARY-JUNE TOTALS

	1961	1960
Cattle	9,735,392	9,287,305
Calves	2,390,938	2,453,070
Hogs	32,670,414	34,613,958
Sheep	7,585,351	6,701,096

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, July 18, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

N. S. Yds Chicago Sioux City Omaha St. Paul

**BARROWS & GILTS:**

U.S. No. 1: 180-200 ... 18.00-18.25 18.00-18.25 18.00-18.25 18.00-18.25

200-220 ... 18.00-18.25 18.00-18.25 18.00-18.25 18.00-18.25

220-240 ... 18.00-18.25 18.00-18.25 18.00-18.25 18.00-18.25

U.S. No. 2: 180-200 ... 17.25-18.00 17.25-18.00 17.25-18.00 17.25-18.00

200-220 ... 17.75-18.25 17.75-18.25 17.75-18.25 17.75-18.25

220-240 ... 18.00-18.25 18.00-18.25 18.00-18.25 18.00-18.25

240-270 ... 17.25-18.00 17.25-18.00 17.25-18.00 17.25-18.00

U.S. No. 3: 200-220 ... \$17.75-18.00 \$17.75-18.00 \$17.75-18.00 \$17.75-18.00

220-240 ... 17.75-18.00 17.75-18.00 17.75-18.00 17.75-18.00

240-270 ... 17.00-18.00 17.00-18.00 17.00-18.00 17.00-18.00

270-300 ... 16.50-17.25 16.25-17.00 16.25-17.00 16.00-17.00

U.S. No. 1-2: 180-200 ... 17.75-18.25 17.50-17.75 17.50-17.75 17.50-17.75

200-220 ... 18.00-18.25 18.25-18.50 18.25-18.50 17.75-18.00

220-240 ... 18.00-18.25 18.00-18.50 18.00-18.50 17.50-18.50

U.S. No. 2-3: 200-220 ... 17.75-18.15 17.75-18.00 17.50-17.85 17.50-18.00

220-240 ... 17.75-18.15 17.75-18.00 17.65-17.85 17.50-18.00

240-270 ... 17.25-18.15 17.25-17.75 17.25-17.65 16.75-17.75

270-300 ... 16.50-17.50 16.25-17.25 16.25-17.00 16.00-17.00

U.S. No. 1-2-3: 180-270 ... 15.50-16.00 15.50-16.00 15.50-16.00

270-330 ... 15.25-16.00 15.25-16.00 15.25-15.75 15.50-16.00

330-400 ... 14.25-15.75 14.25-16.00 14.25-15.50 14.00-15.25

400-550 ... 13.00-14.75 12.50-14.25 13.25-14.25 13.25-14.50

**SGWS:**

U.S. No. 1-2-3: 180-270 ... 15.50-16.00 15.50-16.00

270-330 ... 15.25-16.00 15.25-16.00 15.25-15.75 15.50-16.00

330-400 ... 14.25-15.75 14.25-16.00 14.25-15.50 14.00-15.25

400-550 ... 13.00-14.75 12.50-14.25 13.25-14.25 13.25-14.50

## SLAUGHTER CATTLE & CALVES:

**STEERS:**

Prime: 900-1100 ... 23.25-24.00 23.00-23.75 23.00-23.50

1100-1300 ... 22.50-24.00 22.25-23.50 22.25-23.50

1300-1500 ... 21.50-24.00 21.25-23.25 21.00-23.00

Choice: 700-900 ... 22.50-24.00 22.75-23.75 22.00-23.50 22.00-23.50

900-1100 ... 22.25-23.50 22.50-23.25 22.00-23.00 21.75-23.00

1100-1300 ... 21.00-22.00 21.50-23.00 20.75-23.00 21.25-23.00

1300-1500 ... 20.75-22.00 20.75-22.50 20.00-22.25 20.00-22.25

Good: 700-900 ... 21.25-22.50 21.25-22.50 20.50-22.00 20.25-22.00

900-1100 ... 20.75-22.25 20.00-22.50 20.25-21.50 20.25-21.75

1100-1300 ... 20.00-22.00 20.50-21.75 19.50-21.50 20.00-21.75

Standard, all wts.: 19.50-21.25 19.25-21.25 18.50-20.25 19.00-20.25

Utility, all wts.: 17.50-19.50 18.50-19.50 17.50-18.50 18.00-19.25

Utility, all wts.: 17.00-18.50 15.50-18.00 17.00-18.00 16.00-17.50

**HEIFERS:**

Prime: 900-1100 ... 23.00-23.50 22.75-23.50

Choice: 700-900 ... 22.25-23.25 22.00-23.25 21.75-23.00 22.00-23.00

900-1100 ... 21.75-23.25 21.75-23.25 21.50-23.00 21.50-23.00

Good: 600-800 ... 20.50-22.25 20.50-22.25 19.75-21.75 19.75-22.00

800-1000 ... 20.00-22.00 20.00-22.00 19.75-21.75 19.75-21.75

Standard, all wts.: 18.00-20.50 18.00-20.25 18.00-19.75 18.00-19.75

Utility, all wts.: 17.00-18.50 15.50-18.00 17.00-18.00 16.00-17.50

**COWS, all wts.:**

Commercial: 14.00-15.50 14.00-16.00 15.00-16.50 15.50-16.25

Utility: 13.00-15.00 14.00-16.00 14.50-16.00 14.75-15.75

Cutter: 12.50-13.50 14.00-15.50 13.75-15.00 14.00-15.00

Canner: 12.00-14.25 13.00-14.00 13.25-14.25 13.00-13.50

**BULLS (Yrs. Excl.) All Weights:**

Commercial: 18.00-20.00 17.50-21.00 18.50-20.00 17.50-20.00

Utility: 17.50-20.00 18.50-21.00 18.50-20.50 18.00-20.00

Cutter: 16.00-18.00 17.50-20.50 16.50-19.00 16.50-18.00

**VEALERS, All Weights:**

Ch. & pr.: 24.00-28.00

Std. & gd.: 18.00-25.00

**CALVES (500 Lbs. Down):**

Choice: 20.00-22.00

Std & gd.: 15.00-21.00

**SHEEP & LAMBS (110 Lbs. Down):**

Prime: 17.50-18.00 18.00-18.50 17.75-18.25 17.00-18.25

Choice: 16.00-17.50 17.00-18.00 16.75-17.75 16.25-18.25

Good: 15.00-16.00 16.00-17.00 15.50-16.75 14.50-16.50

**YEARLINGS (Shorn):**

Prime: 17.00-18.00

Choice: 13.75

Good: 15.00

EWES (Shorn):

Gd. & ch.: 3.00-4.50 4.00-5.00

Cull & util.: 3.00-4.50 4.00-4.50

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## CORN BELT DIRECT TRADING

Des Moines, July 19—Prices on hogs at 15 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

### BARROWS & GILTS Cwt.

U.S. No.	200-220	\$17.00 @ 17.75
U.S. No. 1, 220-240	17.00 @ 17.75	
U.S. No. 2, 200-220	16.75 @ 17.40	
U.S. No. 2, 220-240	16.75 @ 17.40	
U.S. No. 2, 240-270	16.35 @ 17.20	
U.S. No. 3, 200-220	16.35 @ 17.15	
U.S. No. 3, 220-240	16.35 @ 17.15	
U.S. No. 3, 240-270	16.00 @ 17.00	
U.S. No. 3, 270-300	15.40 @ 16.50	
U.S. No. 1-2, 180-200	none qtd.	
U.S. No. 1-2, 200-220	17.00 @ 17.75	
U.S. No. 1-2, 220-240	17.00 @ 17.75	
U.S. No. 2-3, 200-220	16.75 @ 17.35	
U.S. No. 2-3, 220-240	16.75 @ 17.35	
U.S. No. 2-3, 240-270	16.25 @ 17.10	
U.S. No. 2-3, 270-300	15.50 @ 16.65	
U.S. No. 1-3, 180-200	16.50 @ 17.25	
U.S. No. 1-3, 200-220	16.75 @ 17.40	
U.S. No. 1-3, 220-240	16.75 @ 17.40	
U.S. No. 1-3, 240-270	16.35 @ 17.20	

### SOWS:

U.S. No.	1-3, 270-330	14.35 @ 15.65
U.S. No. 1-3, 330-400	13.10 @ 14.90	
U.S. No. 1-3, 400-550	11.60 @ 13.85	

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	Last year
	est.	actual	actual
July 13	48,000	65,000	48,000
July 14	28,000	35,000	36,000
July 15	26,000	24,000	25,000
July 17	54,000	52,000	49,000
July 18	52,000	75,000	49,000
July 19	50,000	47,000	44,000

## LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, July 18 were as follows:

CATTLE:	Cwt.
Steers, choice	\$22.00 @ 23.00
Steers, good	20.50 @ 21.50
Heifers, gd. & ch.	20.00 @ 23.00
Cows, util. & com'l.	14.50 @ 16.50
Cows, can. & cut.	13.50 @ 14.50
Bulls, util. & com'l.	18.00 @ 20.00

### VEALERS:

Vealers, gd. & ch.	22.00 @ 26.00
Calves, gd. & ch.	19.00 @ 23.00

### BARROWS & GILTS:

U.S. No. 3, 220-240	17.25 @ 17.50
U.S. No. 3, 240-270	17.00 @ 17.50
U.S. No. 3, 270/300	16.50 @ 17.00
U.S. No. 1-2, 180-200	17.00 @ 18.00
U.S. No. 1-2, 200-220	18.00 @ 18.25
U.S. No. 1-2, 220-240	18.00 @ 18.25
U.S. No. 2-3, 200/220	17.25 @ 17.75
U.S. No. 2-3, 220/240	17.50 @ 17.75
U.S. No. 2-3, 240/270	17.00 @ 17.50
U.S. No. 2-3, 270/300	none qtd.
U.S. No. 1-3, 180/200	17.00 @ 17.50
U.S. No. 1-3, 200/220	17.50 @ 18.00
U.S. No. 1-3, 220/240	17.50 @ 18.00
U.S. No. 1-3, 240/270	17.00 @ 18.00

### SOWS, U.S. NO. 1-3:

270/330 lbs.	15.00 @ 15.60
330/440 lbs.	14.25 @ 15.25
400/550 lbs.	13.00 @ 14.50

### LAMBS:

Choice & prime	16.50 @ 17.50
Good & choice	15.00 @ 16.50

## LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, July 18 were as follows:

### CATTLE:

Steers, choice	\$22.00 @ 22.75
Steers, good	20.00 @ 21.50
Heifers, gd. & ch.	20.00 @ 22.75
Cows, cut. & util.	14.50 @ 16.50
Cows, can. & cut.	13.00 @ 14.50

### BARROWS & GILTS:

U.S. No. 1-2, 190/230	18.75 @ 19.00
U.S. No. 1-3, 190/250	18.50 @ 18.75
U.S. No. 2-3, 200/270	17.75 @ 18.50

### SOWS:

U.S. No. 2-3, 200/315	15.50 @ 15.75
U.S. No. 2-3, 350/450	13.50 @ 15.25

### LAMBS:

Choice & prime	18.00 @ 18.50
Good & choice	16.50 @ 18.00

## LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, July 18 were as follows:

### CATTLE:

	Cwt.
Steers, choice	\$21.50 @ 23.00
Steers, good	20.00 @ 21.50
Heifers, gd. & ch.	20.50 @ 22.50
Cows, util. & com'l.	14.00 @ 16.00
Cows, can. & cut.	12.00 @ 14.00
Bulls, util. & com'l.	18.00 @ 20.25

### VEALERS:

Choice & prime	27.00 @ 27.50
Good & choice	24.50 @ 27.00
Stand. & good	20.00 @ 24.00

### BARROWS & GILTS:

U.S. No. 1, 200/220	18.25 @ 18.50
U.S. No. 3, 200/220	17.75 @ 18.00
U.S. No. 3, 220/240	17.75 @ 18.00
U.S. No. 3, 240/270	17.50 @ 18.25
U.S. No. 3, 270/300	17.00 @ 18.15

### SOWS, U.S. NO. 1-3:

270/330 lbs.	15.50 @ 15.75
330/440 lbs.	14.25 @ 15.25
400/550 lbs.	13.00 @ 14.50

### LAMBS:

Choice & prime	16.50 @ 17.50
Good & choice	15.00 @ 16.50

### LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, July 18 were as follows:

### CATTLE:

	Cwt.
Steers, choice	\$21.50 @ 23.00
Steers, good	20.50 @ 22.00
Heifers, gd. & ch.	20.00 @ 23.50
Cows, util. & com'l.	14.50 @ 16.50
Cows, can. & cut.	12.50 @ 15.25
Bulls, util. & com'l.	17.50 @ 18.50

### VEALERS:

Calves, gd. & ch.	18.00 @ 23.50
Calves, gd. & ch.	18.00 @ 23.50

### BARROWS & GILTS:

U.S. No. 1, 190/230	18.25 @ 18.25
U.S. No. 1-2, 290/330	17.75 @ 18.00
U.S. No. 2-3, 230/250	17.50 @ 17.75
U.S. No. 2-3, 260/290	19.00 @ 17.00

### SOWS, U.S. NO. 1-3:

300/400 lbs.	14.00 @ 15.00
400/600 lbs.	13.50 @ 14.50

### LAMBS:

Choice & prime	17.00 @ 18.50
Good & choice	14.00 @ 16.00

## WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended July 15, 1961 (totals compared), as reported by the U. S. Department of Agriculture:

CITY OR AREA	CATTLE	CALVES	HOGS	Sheep
Boston, New York city area <sup>1</sup>	11,568	12,165	39,115	39,875
Baltimore, Philadelphia	8,795	2,381	27,414	4,729
Cincy., Cleve., Detroit, Indpls.	21,980	5,548	99,388	18,841
Chicago area	20,918	5,297	36,780	7,574
St. Paul-Wis. areas <sup>2</sup>	33,427	11,098	85,183	13,431
St. Louis area <sup>3</sup>	11,983	1,924	63,254	5,270
Sioux City-So. Dak. area <sup>4</sup>	27,772	—	86,452	11,954
Omaha area <sup>5</sup>	42,573	111	72,364	13,802
Kansas city	17,405	—	30,825	—
Iowa-So. Minnesota areas <sup>6</sup>	29,667	1,864	21,912	2,524
Louisville, Evansville, Nashville	7,759	3,372	44,893	—
Memphis <sup>7</sup>	9,580	4,863	19,350	—
Georgia-Florida-Alabama areas <sup>8</sup>	20,283	1,134	35,795	—
St. Joseph, Wichita, Okla. City	20,620	2,043	20,101	18,800
Ft. Worth, Dallas, San Antonio	21,455	2,450	22,250	20,755
Denver	26,371	320	12,339	18,600
Ogden, Salt Lake City	21,500	2,450	26,753	25,450
Los Angeles, San Fran areas <sup>9</sup>	28,345	1,651	26,753	25,450
Portland, Seattle	9,183	355	14,944	15,255
GRAND TOTALS	340,306	56,593	928,941	260,322
TOTALS SAME WEEK, 1960	334,248	72,293	966,067	260,321

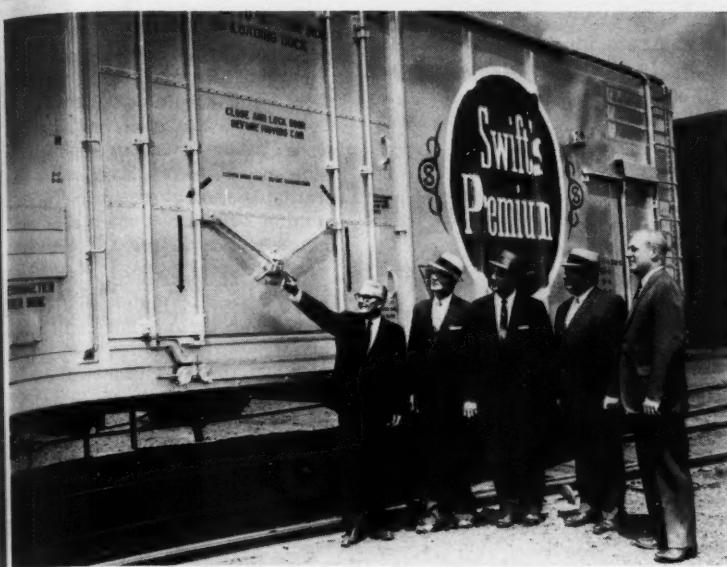
<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Sioux Falls, Huron, Mitchell, Madson and Watertown, S. Dak. <sup>5</sup>Includes Lincoln and Fremont, N. Br., and Glenwood, Iowa. <sup>6</sup>Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. <sup>7</sup>Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Augusta, Moultrie and Thomasville, Ga. <sup>8</sup>Bartow, Hialeah, Jacksonville, Ocala and Quincy, Fla. <sup>9</sup>Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT KANSAS CITY

Livestock prices at Kansas City, Tuesday, July 18 were as follows:

### CATTLE:

# The Meat Trail...



**DELIVERY OF** first of new type of mechanically-refrigerated reefer car has been made to Swift & Company, Chicago, by manufacturer, General American Transportation Co. Car is first ever designed specifically for hauling fresh meat and other packinghouse products (see NP of March 25, 1961, p. 23). Admiring new car are (l. to r.): Paul Talmey, General American vice president; E. F. Majeske, Swift general traffic manager; R. W. Reneker, Swift vice president; C. L. Phillip, General American vice president, and Richard Lamport, assistant to vice president of Union Refrigerator Transit, subsidiary of General American. Swift and Hygrade Food Products Corp., Detroit, each leased 100 of cars, while Dubuque Packing Co., Dubuque Ia., and Sioux City Dressed Beef Co., Sioux City, Ia., each leased five of the mechanical units.

## Doty, Niven Promoted to Directors' Posts at AMIF

Dr. DELBERT M. DOTY has been named director of research and education at the American Meat Institute Foundation and Dr. CHARLES F. NIVEN, JR., has been appointed to the newly-established position of scientific director, according to a joint announcement by HOMER R.



DR. NIVEN



DR. DOTY

DAVISON, Foundation president, and GEORGE W. BEADLE, chancellor of the University of Chicago, where the Foundation is located.

As director of research and education, Dr. Doty succeeds Dr. B. S. Schweigert, who resigned several months ago to become head of a newly-created division of food sci-

ence at Michigan State University, East Lansing, Mich. Dr. Doty has been a member of the AMIF staff since 1948 and an associate director of research and education there since 1956. He received the degree of doctor of philosophy in agricultural chemistry in 1941 from Purdue University. Before joining the AMIF staff in 1948 as chief of the division of analytical and physical chemistry, he served in various positions on the staff of the Purdue department of agricultural chemistry, including acting head and associate professor and assistant chief.

Dr. Niven, who joined the research staff of the American Meat Institute in 1946, became chief of the AMIF division of bacteriology when research operations began at the Foundation in 1947 and was appointed an associate director in 1956. He received the doctor of philosophy degree in bacteriology from Cornell University in 1939. He served several years on the Cornell faculty and worked for Hiram Walker & Sons before joining the AMI staff.

Dr. Niven will supervise the activities of about 40 scientists engaged in research projects. The sci-

entists will devote much of their time this year to subjects which have special meaning for retailers and consumers, as well as for meat packers and processors, it was pointed out by Davison and Beadle.

"Basic information needed to improve texture, color, taste and nutritional attributes of meat will get special attention in the months ahead," they explained. "Besides these specific duties designed to increase consumer acceptance of meat and meat products, other investigations are of particular interest from the viewpoint of public health. Research to develop better chemical and bacteriological methods for controlling meat quality and studies to determine the best methods of utilizing the by-products of meat animals are also included in the current Foundation program."

## J O B S

FRED W. ALEXANDER has been named manager of the Chicago plant of Oscar Mayer & Co., succeeding vice president HAROLD M. MAYER, announced P. GOFF BEACH, JR., executive vice president of the firm. Mayer, a director of the company



H. M. MAYER



F. W. ALEXANDER

and president of its wholly-owned subsidiary, The Kartrid Pak Co., a supplier to the meat packing industry, will devote his full time to corporate responsibilities and the operations of Kartrid Pak, which has plants at Mt. Prospect, Ill., and Davenport, Ia. He has been serving as Chicago plant manager since 1950. A grandson of OSCAR F. MAYER, who founded the firm, Mayer was named vice president of the company in 1947 and elected to the board of directors in 1954. He was elected president of Kartrid Pak in 1953. Alexander joined Oscar Mayer in 1930 and has served at the Chicago plant in a number of supervisory capacities, including production superintendent and, most recently, operations manager.

V. L. CHENEY was re-elected president and CHARLES B. TODT was

elected vice president and general manager at the annual meeting of Kansas City Chip Steak Co., Kansas City, Kan. Cheney is also president of Chip Steak Co. of California at Oakland. Todt formerly was associated with Maurer-Neuer Corp. at Kansas City, a division of John Morrell & Co., Chicago, and with Wilson & Co., Inc., at both Kansas City and its Chicago headquarters.

JOSEPH A. DERES has been appointed superintendent of packaged meats at Roegelein Provision Co., San Antonio, Tex.

GEORGE K. LEHR has been named auditor of the Swift & Company meat



G. K. LEHR

ated plants at Smithfield, Va.; Marshalltown, Ia.; Hallstead, Pa.; Jackson, Miss., and Wilson, N. C. He also has been a traveling auditor working out of Swift's Chicago

FROZEN FOOD CITY, an ultra-modern processing, warehousing and distribution center established in Secaucus, N. J., by Merchants Refrigerating Co., possesses unusual product handling facilities. Below can be seen section of 1,400-ft. towline system which delivers cartloads of frozen foods from truck and rail docks to predetermined storage stations. At right, high-stacking lift truck places palletized product. Stacks can go as high as 22 ft. in



this — 10°F. freezer room. The center is 20 minutes from the heart of New York and has 3,100,000 cu. ft. of warehouse space on one level. Adjacent acreage is available for the construction of various food processing establishments.



general office. The new Rochelle meat packing plant is expected to be in operation by next January.

P. L. AYERS, president of Swift Canadian Co., Ltd., Toronto, Ont., has announced the appointment of W. A. MILL as the firm's general provision manager. Mill, who will headquarter at the Toronto general office, was previously provision manager at Union Packing Co., a division of Swift Canadian, at Calgary, Alta. Mill joined Swift Canadian at its Halifax, Nova Scotia, sales unit and subsequently held positions at the firm's plant in Moncton, New Brunswick, and Toronto.



W. A. MILL

## PLANTS

Golden Western Meats, a division of Western Packers, Los Angeles meat wholesaler, opened a new modern meat market in Los Angeles which contains 5,000 sq. ft. of floor space and is of modular concrete block construction featuring wide expanses of glass and a decorative screen block wall. The new building was constructed at an estimated cost of \$150,000.

Bryan Bros. Packing Co., West Point, Miss., is undergoing an expansion program which will add a two-story brick facility to its present plant. The new addition will contain 15,000 sq. ft. of floor space and will house a hog killing room with capacity to kill 300 hogs per hour. A rendering plant is also being built.

## TRAILMARKS

Miss ESTHER N. LATZKE, director of the consumer service department at Armour and Company, Chicago, since 1934, will retire from the firm July 29. Miss Latzke is credited with making prominent the "Marie Gifford" signature on Armour and Company labels, advertisements and recipes. Before joining Armour in 1934, Miss Latzke directed home economics research at North Dakota

State College. EMMET O'NEILL, marketing manager of Armour Foods, announced that the work of the consumer service group will be reorganized to provide service for supermarket advertising and merchandising personnel in addition to food editors, home economists and teachers. JOSEPH H. MOORE, formerly of the marketing research division, will be in charge of the department and Miss RITA HOLMBERG, previously assistant to Miss Latzke, will be senior home economist. The "Marie Gifford" name will continue to be used by several home economists in written work and public appearances. A luncheon honoring Miss Latzke was held July 17 at the Sheraton-Chicago Hotel.

WAGG M. KLEESPIES, general manager of the Ottumwa, Ia., plant of John Morrell & Co., Chicago, has been named to the board of directors of the Ottumwa Community Chest.

Food Corp. of America, Inc., Minneapolis, has acquired Plymouth Rock Provision Co., Inc., New York City sausage manufacturer, as a subsidiary. Sale price was estimated at more than \$5,000,000. JOSEPH LEVY, formerly president, and LESTER LEVY, formerly vice president of Plymouth Rock Provision, have been elected

chairman of the board and president, respectively, of the subsidiary. W. D. LEVY, previously general manager, has been elected vice president and JOHN P. GEVLIN, previously credit manager, was elected treasurer. Plymouth Rock, whose 400 employees will be retained by Food Corp., had sales of more than \$24,000,000 and earnings of more than \$500,000 last year.

JOHN KRAUSS of John Krauss, Inc., Jamaica, N. Y.; JOHN WALDOCK of Sandusky, O., and EARL T. JONES of Garner, N. C., have sold their interest in Dunn Meat Packers, Inc., Dunn, N.C., to a group of North Carolina businessmen, announced GUYTON SMITH, president of Swine Promoters, Inc. Swine Promoters will build the Dunn meat packing plant. New officers of the firm have yet to be elected.

The Western States Meat Packers Association this week predicted a new westbound rate battle between rail carriers and trucks if lower westbound trailer-on-flatcar rates on fresh meats and packinghouse products go into effect, as proposed by the western railroads in TC&B emergency application B-10693. The proposed new rates will undercut existing truck rates by as much as 57¢ per cwt. when two trailers, min-

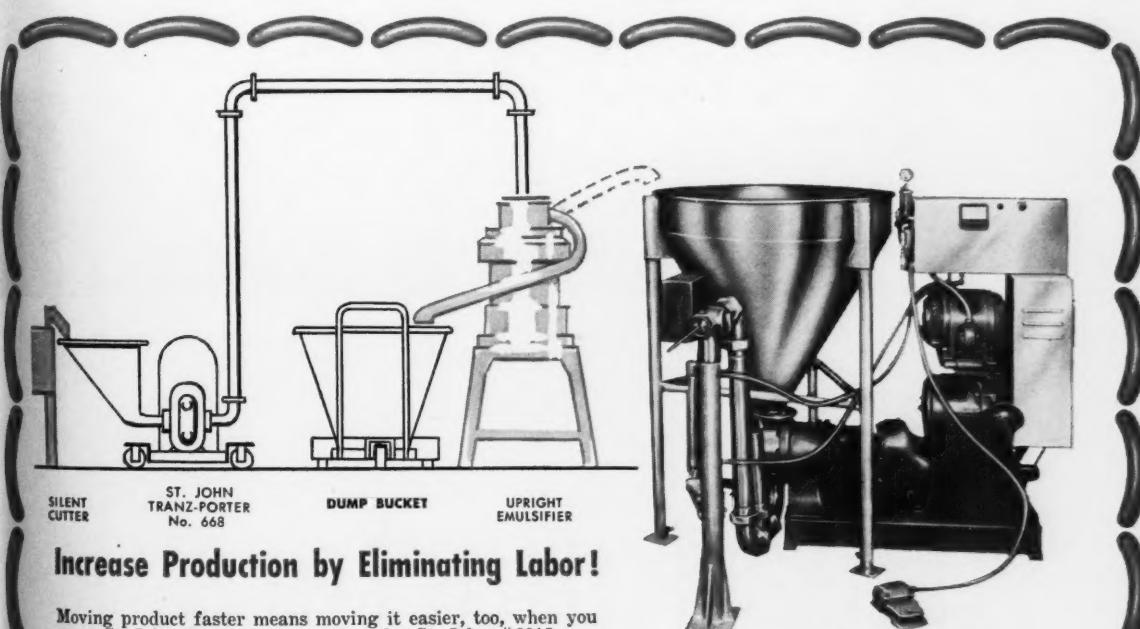
imum weight 66,000 lbs., are loaded on one flatcar, WSMPA said in announcing that it will have "no alternative" but to file a petition for suspension of such rates with the Interstate Commerce Commission.

## DEATHS

ADOLPH BAUMANN, 66, who retired early this month as owner and operator of Commodity Appraisal Service, Chicago meat consulting firm, died July 15. Before starting Commodity Appraisal in 1933, Baumann had worked in the budget department of Armour and Company, Chicago, for several years. Surviving are his widow, MARION, and four daughters.

ROY H. MONSON, 61, of R. H. Monson & Co., Chicago meat brokerage firm, died of a heart attack July 17. He was associated in the firm with his son-in-law, ROBERT SCHORR, who will continue in the business.

HENRY REHN, 81, retired president of William G. Rehn's Sons Co., Cincinnati sausage manufacturer, passed away July 12. He retired in 1947 as president of the firm which his father founded. He is survived by his widow, CARRIE, three sons and two daughters. One son, ERWIN, now is president of the firm.



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equipment. Integrated units of Koch equipment are available for use in your plant, individually or combined into a system. Here is how Koch has organized the new plant so as to supply you with new Koch Systems:



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**KOCH Supply Systems DEPARTMENT** . . . 3300 items in a huge 23,000 sq. ft. warehouse, over an acre of grounds! More than a mile of indexed storage shelves, ready for immediate shipment to all points of the globe.

**Engineering Department** . . . Experienced engineers and designers plan and lay out every system in the finest detail.

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**Shipping Department** . . . Most orders are shipped within 24-hours after receipt by Koch.

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## P&S Director Doggett Is Commended by Cattlemen

Presidents of leading state cattle organizations have saluted fellow rancher Howard J. Doggett for his administration of the Packers and Stockyards Act over the past year. Doggett, a Montana rancher, has been director of the Packers and Stockyards Division, Agricultural Marketing Service, U. S. Department of Agriculture, since P&S won divisional status in 1960.



H. J. DOGETT

Meeting last week in Denver heads of the 33 state cattle groups affiliated in the American National Cattlemen's Association noted that one of the primary purposes for the passage of the P&S Act was to protect livestock producers against mal-practices. Producers should have a strong voice as to who is best qualified to administer the Act, they pointed out.

As a practicing rancher, Doggett understands livestock marketing problems from the producer and feeder standpoint and is interested in keeping all marketing channels open and free of undue restrictions the cattlemen observed. They reiterated their belief that there should be a comprehensive, objective study of the P&S Act in the light of present-day livestock marketing practices to provide an enlightened basis for the Act's modernization, as opposed to a piecemeal approach. Such a study was proposed by Doggett and endorsed by the American National Cattlemen's Association.

Doggett's commendation came during a discussion of activities and problems of the P&S Division and of proposed further encroachments of governmental regulations and restrictions on the free market system. The group of state presidents serving as the advisory council to American National president Fred H. Dressler, also considered action to sustain the cattle industry's united opposition to inclusion of beef cattle under provisions of any price support or marketing order legislation.

## Federal Meat Inspection Is Granted to 12 Plants

The Meat Inspection Division, U. S. Department of Agriculture has granted meat inspection to 12 plants and withdrawn it from three.

Inspection was granted to: Lyke

It is  
tlemen  
ate cattle  
ed fellow  
Bros., Inc., 50th st. and S.A.L. rail-  
road, mail, P. O. Box 2879, Tampa 1,  
Fla.; The Porkie Co. of Wisconsin,  
Inc., 3113 E. Layton ave., Cudahy,  
Wis.; Simpson Provision Co., Inc.,  
Highway 85, mail, P. O. Box 205,  
Milledgeville, Ga.; Ward Meat Co.,  
Inc., 36 Charles st., Malden, Mass.,  
and Joseph F. DeFrates Co., 1021  
Miller st., Springfield, Ill.

Also, Sweet Sue Kitchens, Inc.,  
Eightower st., mail, P. O. Box 974,  
Albion, Ala.; Plains Meat Co., 812  
ave. G, Lubbock, Tex.; Woody's  
Baking Co., 2815 Hickory st., mail,  
P.O. Box 7922, Dallas, Tex.; Canino's  
Italian Sausage Co., 3500 Navajo  
st., Denver 11, Colo.; Whitehawk  
Beef Co., Inc., Railroad ave., Eldred,  
Pa.; William Keller Co., 1086 Howard  
st., San Francisco 3, Calif., and  
Thompson Packers, Inc., 3259 Chip-  
pewa street, New Orleans 15, Louisi-  
ana.

Meat inspection was withdrawn  
from Poultry Packers, Inc., 300  
East Fifth st., Wahoo, Neb.; Valley  
Sausage Co., Ordell rd., mail, P. O.  
Box 581, La Grande, Ore., and  
Johnson Meat Co., 3614 North Grove  
st., Fort Worth 6, Tex. The MID also  
announced that horse meat inspection  
has been withdrawn from the  
Quaker Oats Co., Zora rd. and St.  
Louis ave., mail, P. O. Box 143,  
Joplin, Mo.

## Simple, Rapid Tests for Meat Quality Control

A practical contribution to the  
field of quality control has been pre-  
pared in the form of a working man-  
ual by the Baltimore Spice Co. The  
16-page illustrated booklet contains  
directions for a "Quick Fat Test,"  
"Quick Moisture Test," "Deter-  
mination of Protein in Fresh Sausage Ma-  
terial (By Difference)," "Deter-  
mination of Per Cent of Allowable  
Moisture in Sausage Products" and  
"Determination of Residual Nitrite."

The text is being used in August  
for instruction at the Meat Science  
Institute conducted by Dr. Edward  
Nebesky at Rutgers University.  
Ralph A. Brunn, executive vice  
president of the Baltimore Spice  
Company, and Edwin L. Statter,  
technical sales manager, will conduct  
that part of the course dealing with  
the testing techniques.

Not only has the Baltimore Spice  
Company prepared this book on  
testing methods, but it also supplies  
the necessary apparatus and mate-  
rials at actual cost to interested users.  
In one area state inspectors  
purchased the equipment from their  
own funds to facilitate their work.

Of special interest is the sim-  
plicity and rapidity of the testing pro-  
cedures described in the booklet.

For example, the fat test can be  
completed in 5 minutes and the  
moisture determination made in 40  
minutes. Instructions are so simple  
that non-technical employes can  
make these tests accurately, rapidly  
and economically.

## Magazine's Meat Round-up

Meat, primarily beef, dominates  
the food pages and the promotion  
effort of the July issue of *The  
American Home*. Cognizant of the  
vital role meat plays in outdoor  
summer cookery, the magazine gives  
a cook-out concept to each of these  
articles: "Your Guide to Delicious  
Beef," "Know as Much as Your  
Butcher," "Take a Pound of Ham-  
burger," "Try the Delicacy Beef  
Cuts" and "Dictionary of Meat  
Cooking Terms." Also included in  
the magazine's summer meat round-  
up is a graphic guide to all beef cuts.

## NAHRMP's New Directions

"Trends and New Directions" will  
be the theme of the 19th annual  
meeting of the National Association  
of Hotel and Restaurant Meat  
Purveyors, October 23-27, in the  
Emerald Beach Hotel, Nassau (The  
Bahamas), according to Harry L.  
Rudnick, secretary of the organiza-  
tion of meat purveyors.

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- Bakery Pan Liners
- Butter Box Liners
- Butter Wrappers
- Cake Decorators
- Celery Wrappers
- Giblet Wrappers
- Greeting Card Parchment
- Ice Cream Brick Wrappers
- Insulating Parchment for Electrical Industry
- Interleaving Parchment for Butter Patties
- Lard Carton Liners
- Liners for Meat Tins
- Loin Paper
- Margarine Wrappers
- Silicone • Mycoban • Quilon & Dry Waxed Parchment
- Clean Food Paper—Interfolded and Wall Pocket Cartons
- Meat Wrappers
- Milk Can Gaskets
- Multi-Wall Bag Liners
- Parchment Circles
- Parchment
- Duplicating Masters
- Parchmentized Kraft
- Poultry Box Liners
- Poultry Wrappers
- Release Parchment
- Sausage Wrappers
- Sliced Cheese
- Interleaving Parchment
- Special Parchments for Frozen Foods
- Tamale Wrappers
- Tri-Wrap & Duo-Wrap for Smoked Meats
- Vegetable Crate Liners
- Vegetable Shortening Carton Liners

**Semi-Automatic Weighing System (NL 1215):** Combining scales with calculators and other equipment through use of binary code provides a new low-cost semi-automatic weighing system for process, quality and cost control. The basic weight classification system is described and illustrated in Bulletin 3347-A, available from The Exact Weight Scale Co., Cleveland.

**Adhesive Sealing Defects (NL 1206):** The causes and cures for adhesive sealing defects on the packaging line are treated in a reprint of a recently published five-page illustrated article available from Morningstar-Paisley, Inc., a leading nationwide adhesives manufacturer. The literature contains all practical pointers to help the user gain optimum adhesive performance.

**Conveyor Line Pressure (NL 1209):** The Rapids-Standard Co., Inc., of Grand Rapids, Mich., has issued, with five pages of illustrations, a booklet on its new method of relieving pressure and congestion along the conveyor line.

**Covers For Motor Coupling Line (NL 1093):** Features of the part are described in detail in the leaflet 2875A, which is being distributed with Folder 2875, "MC Motor Couplings." A copy of both publications is available free by writing Link-Belt Company, Dept. PR, Prudential Plaza, Chicago 1.

**Package Strapping Tensioners (NL 1169):** A full and specialized line of air-powered steel strapping tensioners and sealers is detailed in "Signode Air-Power Tensioners and Sealers," a new folder from the manufacturer. Eight units are described, with tensions ranging from 750 to 3,300 lbs.

**Thermocouples (NL 1141):** Iron-Constantan and Chromel-Alumel Swages Thermocouples using magnesium oxide insulation are described, with their high-speed protecting wells, in a new two-page product bulletin, E51-8. Dimension drawings and helpful quotation-ordering information are contained in the sheet.

Use this coupon in writing for New Trade Literature. Address The National Provisioner, giving key numbers only (7-22-61).

Key Numbers .....

Name .....

Street .....

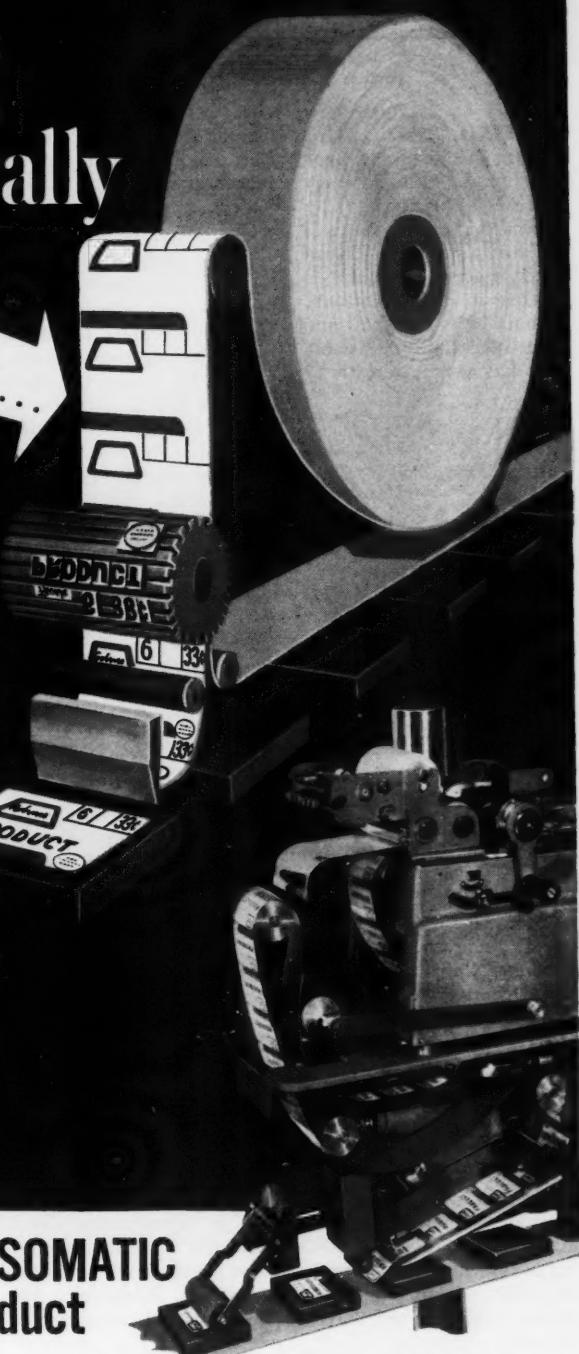
City .....

# Cut labeling costs..automatically

Basic information pre-printed  
on pressure-sensitive stock...

Variable information is  
neatly imprinted

and labels accurately applied  
right on production line...



## Monarch's Compact SENSOMATIC Adapts to Any Type Product

New Sensomatic imprints and applies up to 180 labels a minute, right on your production line. Gives you labels of uniform fine quality—at a saving! No need for large label inventories, no label obsolescence, no printing delays. And no delivery problems!

**LOW COST LEASE PLAN AVAILABLE.** Call in a Monarch Industrial Salesman to discuss the right answer to *your* label situation. He's backed by Monarch's 70 years of experience. Monarch's label design department is at your service.

Why not write or phone today, at no obligation, of course!

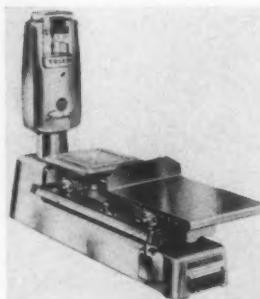
**THE MONARCH MARKING SYSTEM COMPANY**

216 So. Torrence St./Dayton 3, Ohio/Toronto, Canada/Mexico D. F. Mexico/Los Angeles, California/Batavia, Illinois

# NEW EQUIPMENT and Supplies

Further information on equipment and supplies may be obtained by writing to manufacturer direct or writing The Provisioner, using key numbers and coupon below.

**PACKING SCALE (NE 1048):** Designed to provide more efficient cost control of materials by eliminating repeated small weighing errors, 5-lb.-capacity net weight scale is for use in checkweighing, count-by-weight and other packing operations. Unit has weight sensitivity



to 1/64 oz. and indicator travel of 1 in. per oz. Dimensions of model shown (with regular platter) are 17 1/8 x 7 1/4 x 16 in. Manufactured by Toledo (Ohio) Scale Corp., scale is equipped with flush indicator. Clear plastic chart covers permit shadow-free readings from either side of indicator tower.

**EPOXY COATING (NE 1049):** Offered by Steelcote Mfg. Co., St. Louis, epoxy coating provides hygienic, easy-to-clean surface for porous walls, such as concrete block, brick, plaster and wood. Available in solid colors or in web design effects, coating is said to resist grease, oil, acids, steam, condensation, chemicals and daily washing. Material offers no corners, pockets or re-

cesses for filth to accumulate. Skilled labor is not necessary for application.

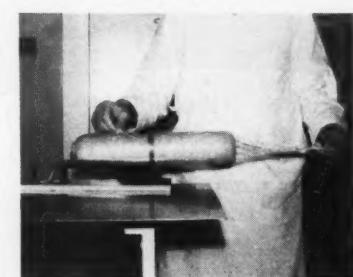
**FLEXIBLE CONVEYOR (NE 1070):** Conveyor for loading trucks and boxcars moves packages, boxes, cartons and bags directly to stacking point for shipment. Spring belts operating over grooved rollers mounted in hinged frames form flexible conveying surface. Apparatus discharges to high-speed belt that moves up and down under power and from side



to side for effortless stacking of packages by operator. By eliminating hand carts or lift trucks, one man can do the loading, according to Power-Curve Conveyor Co., Denver, the manufacturer.

**HEATING CONTAINER (NE 1039):** Dean Products, Inc., Brooklyn, N. Y., has developed unitized heating container for cooking, drying or evaporating food products, chemicals and other industrial process materials. Adaptable for use on stand, table or in enclosed chamber, container eliminates need for pipe

**DRY SAUSAGE NET (NE 1073):** Introduced by Keystone Casing Supply, Inc., Carnegie, Pa., tubular net for suspending dry sausage is of diamond-mesh variety, closed at one end and reinforced at open end with wide-diameter plastic ring to which a hanger is attached. Stainless steel holder attached to



stuffing table acts as support for product while net is being applied. Plastic ring at open end prevents development of "baseball-bat" shape. Tension applied to product, due to diamond weave of net, improves drying and lessens tendency of product to develop air pockets. Method eliminates need for hand roping and stockinetting. Manufacturer claims one employee can handle 30,000 or more lbs. of salami in 8 hours. Net is reusable.

and tubing coils or jacketing. Closeness of embossed channels on underside of pan assures adequate and efficient heat transfer. Container is made in standard 18-, 24- and 30-in. widths, 6- and 9-in. depths and in 10 lengths from 24 to 120 in.

**WORKING APRON (NE 1040):** Hypalon coated nylon aprons are said to outlast other

types of aprons and are more hygienic in appearance. Hypalon is relatively new synthetic rubber that combines resistance to abrasion and most chemicals with ability to take full range of color, including white. Size of apron depicted is 30 x 54 in. Another style features leggings. Austin Cushion and Canvas Co., Charlotte, N. C., the manufacturer, says apron has been tested successfully by meat pack-

ers, poultry processors and cold storage operators.

**CLASSIFIER (NE 1052):** Developed by Illumitronics Systems Corp., Sunnyvale, Cal., five-way classified



speeds and refines weighing of prepackaged merchandise. Equipment weighs in motion at production-line speeds, sorting underweights, overweights and onweights into five separate channels to simplify make-up or take-away of package contents. Machine, which features simplified electronic controls in compact housing, measures under 30 in. in width and 59 in. in length. Other applications are portion and quality control by weight and counting and grading by weight.

Use this coupon in writing for further information on New Equipment. Address The National Provisioner, 15 W. Huron St., Chicago 10, Ill., giving key numbers only (7-22-61).

Key Numbers \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

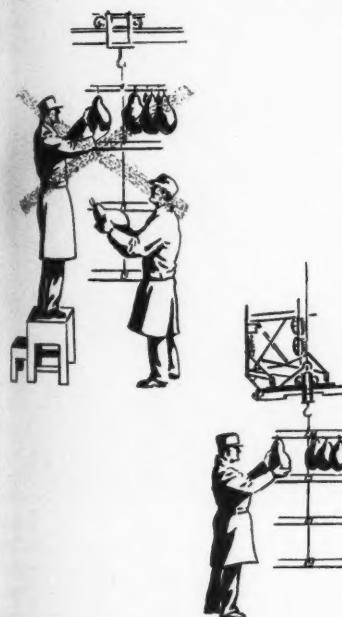
Address \_\_\_\_\_

# Mepaco RAIL HOIST

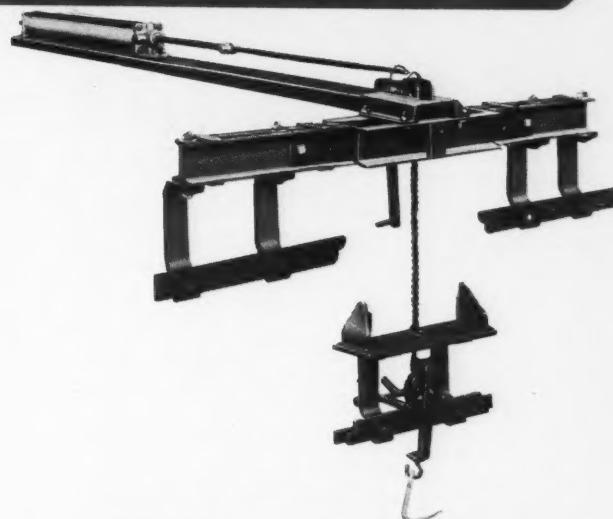
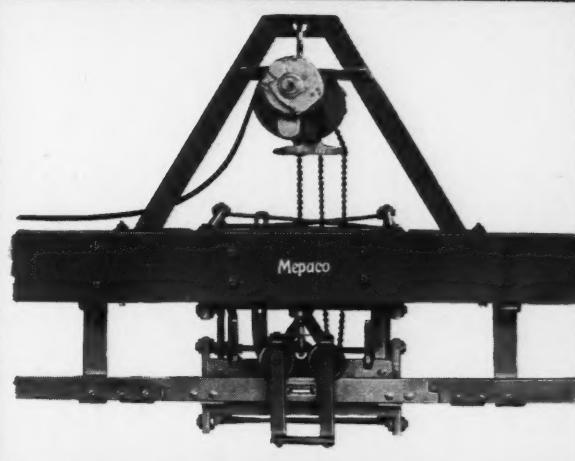
In loading smokehouse trees, sausage cages, etc. the Mepaco No. 510 rail hoist lowers as much as 60" to the most convenient height for a workman to load the top station. One operator hangs the product direct on the top rung, thereby eliminating a second workman on a platform.

A gentle pull on the control rope raises the equipment as desired for loading each station. A firm pull raises the unit until the tracks automatically engage, trolley guards are released; and the loaded equipment may be rolled away to be replaced by an empty.

The Mepaco No. 510 rail hoist is powered by air or electricity as preferred. To select capacity, write for free dimension chart. Mepaco engineers will be glad to recommend exact requirements for your clients.



**saves  
labor and time!**



**MEPACO #100C RAIL HOIST** is for use where there is inadequate room above the rail beam for the installation of a conventional electric or air hoist. This unit utilizes a horizontal air piston for lowering a section of the rail. It is used for lowering hind quarters of beef, sausage emulsion buckets, smokehouse trees, etc.

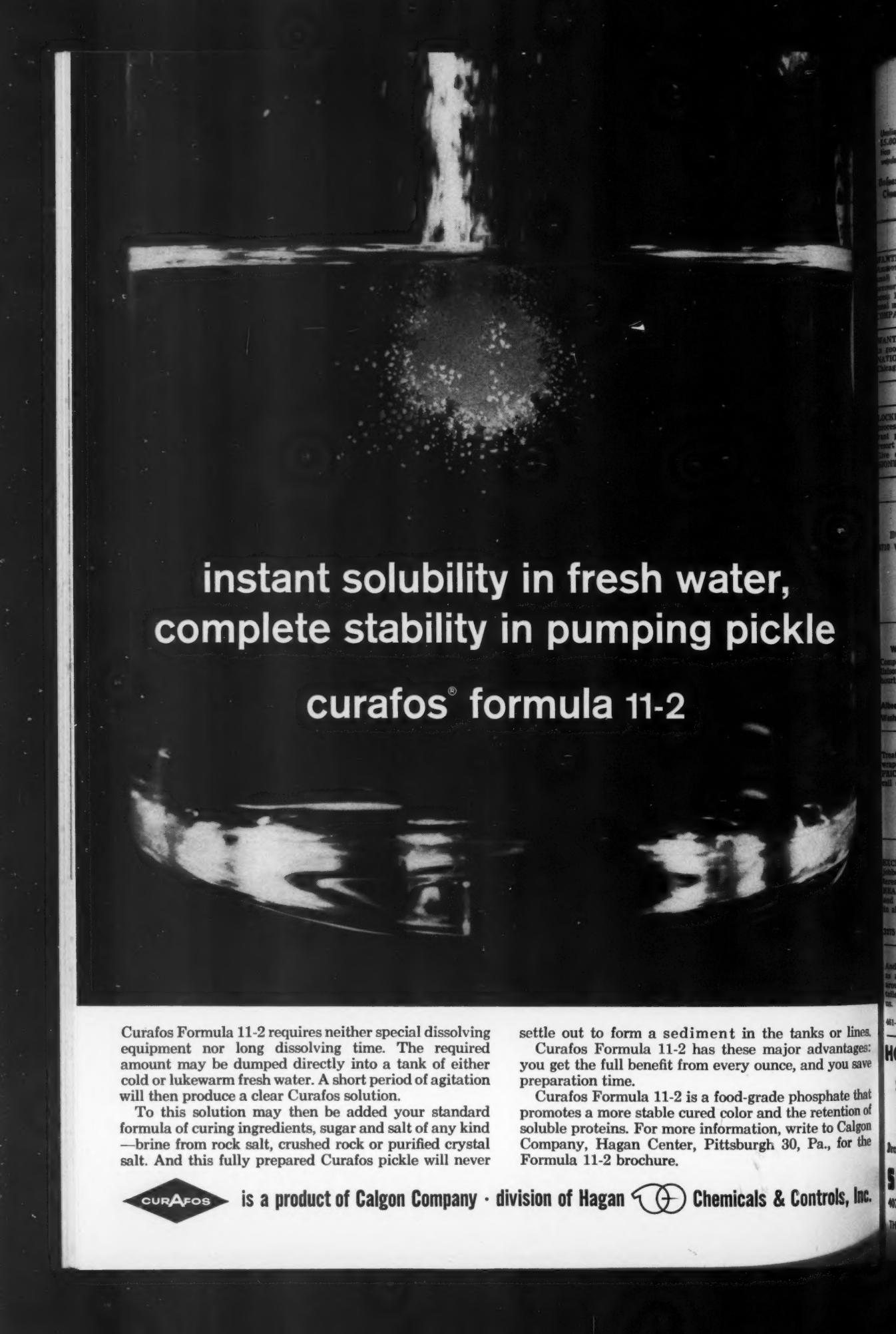
## MEAT PACKERS EQUIPMENT CO.

1226 - 49th AVENUE • OAKLAND 1, CALIFORNIA

Telephone KEllog 2-1655

Cable: MEPACO-OAKLAND

TWX OA532



instant solubility in fresh water,  
complete stability in pumping pickle

## curafos® formula 11-2

Curafos Formula 11-2 requires neither special dissolving equipment nor long dissolving time. The required amount may be dumped directly into a tank of either cold or lukewarm fresh water. A short period of agitation will then produce a clear Curafos solution.

To this solution may then be added your standard formula of curing ingredients, sugar and salt of any kind—brine from rock salt, crushed rock or purified crystal salt. And this fully prepared Curafos pickle will never

settle out to form a sediment in the tanks or lines.

Curafos Formula 11-2 has these major advantages: you get the full benefit from every ounce, and you save preparation time.

Curafos Formula 11-2 is a food-grade phosphate that promotes a more stable cured color and the retention of soluble proteins. For more information, write to Calgon Company, Hagan Center, Pittsburgh 30, Pa., for the Formula 11-2 brochure.



is a product of Calgon Company • division of Hagan  Chemicals & Controls, Inc.

# CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$5.00; additional words, 20c each. "Position Wanted," special rate; minimum 20 words, \$3.50; additional words, 20c each.

**Users Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.**

## EQUIPMENT WANTED

**WANTED TO BUY: GOOD USED EQUIPMENT.** Ammonia ice machines, 6 x 6, 7 x 7, 8 x 8. Also, small or medium size ammonia booster compressor. Also, Freon compressor. Also, hydraulic pump 150 ton or 300 ton. Also, 1000 to 1500 lb. meat mixers. Write Burton Hill, HILL PACKING COMPANY, Topeka, Kansas.

**WANTED:** Two 5 x 10 cookers for lard. Must be in good condition. Apply to Box EW-341, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## PLANT WANTED

**LOCKER PLANT:** Cold storage building, or processing plant. Now operating as hotel restaurant purveyor, or suitable to convert. Prefer Wisconsin, Michigan, Minnesota. Give details. W-338, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## MISCELLANEOUS

Participating memberships available in non-profit

**INTERSTATE SHIPPERS ASSOCIATION**  
15 W. Roosevelt Road Chicago 50 Ill.

Telephone Columbus 1-7593  
**PERISHABLE LCL SHIPMENTS**  
AT CARLOAD RATE  
NATIONWIDE  
Inquiries Invited

## USDA LABELS EXPEDITED

WITHIN HOURS OF RECEIPT \$6.50 EACH  
Complete services—Gov. information, labels, lines—blue prints, FDA, etc. Available monthly, per item.

**JAMES V. HURSON**  
1426 G Street, N.W.  
Washington 5, D.C. Telephone REpublic 7-4122

## LOIN PAPER

Treated wet strength EXCELLENT QUALITY paper for fresh pork cuts at LOW LOW PRICES. Please send for samples and prices or call collect.

**BORAX PAPER PRODUCTS CO.**  
350 East 182nd Street  
New York 57, New York  
WEllington 3-1188

## JOBBERS—DISTRIBUTORS

**EXCELLENT OPPORTUNITY:** For individual jobber or sausage manufacturing companies interested in handling outstanding products, as READY-TO-EAT Smoked butts, salami for beer, and Wisconsin summer sausage. Territories open in all sections of the country.

**WISCONSIN MEAT PRODUCTS, INC.**  
300 N. Pierce St., Milwaukee 12, Wisconsin

**DO YOU MAKE HOT DOGS?**  
And want to sell more? Use our Wee-Nee-Toaster as a premium. This gadget toasts sliced bread around franks. Send \$1.25 for sample and details and have your advertising agency contact us.

**IPCO PRODUCTS CO.**  
441-44th Ave., Newark 6, N.J.

## HOG • CATTLE • SHEEP

## SAUSAGE CASINGS

## ANIMAL GLANDS

Selling Agent • Order Buyer  
Broker • Counsellor • Exporter • Importer

**SAMI S. SVENDSEN**  
417 SO. DEARBORN ST., CHICAGO 5, ILL.

THE NATIONAL PROVISIONER, JULY 22, 1961

Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch.

**CLASSIFIED ADVERTISING PAYABLE IN ADVANCE**  
PLEASE REMIT WITH ORDER

## EQUIPMENT FOR SALE

### THE LAZAR COMPANY

brokers • dealers • sales agents • appraisers  
1709 W. HUBBARD ST., CHICAGO 22, ILL.  
PHONE CANal 6-0200

**NEW—USED—REBUILT**  
**MACHINERY FOR MEAT PACKERS—**  
**RENDERERS—SAUSAGE PROCESSORS**  
and **ALLIED FOOD INDUSTRIES**

## FOR IMMEDIATE SALE

4-Albright-Nell Company 5' diameter x 10' long dry rendering cookers; jacketed heads; complete with motors and speed reducers drives. 1-Albright-Nell Company 30" diameter x 10' long Hasher-Washer, complete with motor. 14 Gebhart units, 1959 Model 115-BH with 3 phase motors, all stainless steel.

**AARON EQUIPMENT COMPANY**  
9370 West Byron Street Schiller Park, Illinois

## ANDERSON EXPELLERS

All Models, Rebuilt, Guaranteed

**★**  
We Lease Expellers  
**PITTOCK & ASSOCIATES**, Glen Riddle, Penn.

1—Globe gas fired reel bake oven #289-S  
1—Tohtz meat dip tank #RWS24  
FS-332, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FOR SALE:** 14 C.B. #2 Pneumatic De-hiders, completely rebuilt, \$250.00 each. 200 Ft. ice chain with solid link, 6" center, new \$2.50 a ft. R & G Company, 525 West 46th St., Chicago, Ill. Telephone WA 4-8661.

1—41M3 Enterprise Grinder Stainless Steel Feed Tray-New Head  
1—56BA Buffalo Grinder 7½ H.P. Motor  
1—400 Lb. Buffalo Mixer 5 H.P.  
1—Dohm & Nelke Rindmaster  
1—H.D. — 3 US Bacon Slicer Complete "All In Excellent Condition"  
FS-323, THE NATIONAL PROVISIONER  
15 W. Huron St., Chicago 10, Ill.

**FOR SALE:** One scrapple kettle, iron with agitator 1000 lb. Two steam jacket kettles, iron 1000 gal. One 400# Buffalo clipper or chopper with motor. One mixer 1000 lb. with motor. Will sell separate or as a whole VERY CHEAP. Contact J. O. SPICE and CURE Co., 414 W. Pratt St., Baltimore 1, Md.

**NEW FREEZER DOOR FOR SALE. 6 FEET HIGH.**  
IN ORIGINAL CARTON. Edwin A. Ptak Co., 3925 West 31st St., Cicero, Ill. Telephone Bishop 7-5293.

**FOR SALE:** Seelbach—200 lb. cut-mix. Complete with unloader. Perfect condition. Reasonably priced. FS-339, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FOR SALE:** 2 U. S. Royal cutting boards. New. 40% discount. 2 ft. wide and 8 ft. long. FS-340, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FOR SALE:** 1—York 50 H.P. 7½ x 7½ Compressor. 1—York 40 H.P. 6½ x 6½ compressor D.8. Niagara 6 ton cold diffusing unit, Freon. Contact Mr. Norman J. Staller, 24 N. Wabash Ave., Chicago, Room 822. Telephone Chicago St. 2-3131.

# BARLIANT'S WEEKLY SPECIALS

## AUCTION SALE !!

## UNRESTRICTED FINAL CLOSEOUT

## SWIFT & CO. PLANT

3237 W. 65th Street, CLEVELAND, OHIO

Thursday, July 27th—10:30 A.M.

All remaining equipment will be sold at this Auction Sale which will be conducted by Barlant and Company in conjunction with Rosen & Co. Auctioneers of Cleveland, Ohio. Barlant and Company representatives will be on the premises.

Among the many items available are the following:

**CHOP-CUT:** Boss mdl. 70-6, "J" knives, 60 HP.

**VACUUM MIXER:** Boss size N-40, hand tilt bowl, 15 HP.

**FROZEN MEAT CUTTER:** Seybold #34, 3 HP. mtr.

**WRAPPER:** Bacon Pkg. Mch. mdl. FB-I.

**SAUSAGE STUFFER:**

**SILENT CUTTER:** Buffalo #60, center unload, 50 HP.

**PICKLE STORAGE TANK:** stainless steel, 10' x 20' x 5' deep, 2-compartment, w/stainless coils.

**LARD FILLER:** Anco-Harrington, 3' x 22" stainless table.

**BULK FILLING DEVICE:** for Lard Drums.

**EVAPORATORS:** (2) Swenson.

**DRYERS:** (2) 5' x 16', w/flat bolted heads, 40 HP.

**GUT HASSER:** Duppis, belt driven.

**CURE PRESS:** Hydraulic, w/Steam Pump.

**HUMANE HOG SLAUGHTERING EQUIPMENT.**

**HEAD SPLITTER:** (Beef) Boss, 5 HP.

**HEAD SPLITTER:** (Calf) Boss, 5 HP.

**CHITTERLING WASHERS:** (2) stainless steel, 12' long x 25" wide x 56" high.

**BELLY ROLLER:** Anco #675, w/conveyor, 5 HP.

**CONVEYOR:** (Cut-down side finger type) 10' fingers 8" c. w/drive, 5 HP.

**BAND SAW:** Jones-Superior mdl. #54, stainless steel stationary top, right hand, 5 HP.

**SAW:** Biro mdl. II, w/I HP. mtr.

**MISC. KILL FLOOR EQUIPMENT.**

**BATTERY CHARGERS:** (3)

**BOILERS:** (2) Riley, late model, coal fired, (1953) 5723 ft. heating surface w/Bailey Controls.

**EXTRACTOR:** stainless steel, 30" dia. x 16"

**WASHER:** stainless steel, 42 x 24, 1 HP.

**DRYERS:** (2) Troy.

**PRESS:** (2) Prosperity mdl. 154 PC.

A good quantity of Stainless Steel Tables, Scales, In-Plant Trucks, Ham Molds, B.A.I. Lockers, Machine Shop Equipment and many other items.

## • New, Used & Rebuilt Equipment

## • Liquidators and Appraisers

625 N. Kedzie Ave., Chicago 12, Ill.

5Acramento 2-3800

# BARLIANT & CO.

# CLASSIFIED ADVERTISING

[Continued from page 5]

## POSITION WANTED

**MANAGER - SUPERINTENDENT - CONSULTANT:** Proven executive ability. Broad practical experience in all operations. Available now. W-297, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**EXPERT:** Sausage foreman-superintendent. Under 50. Lifetime experience. Cost conscious. Quality minded. Will relocate anywhere. Available for immediate interview. W-326, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**CATTLE BUYER:** 18 years' packer experience—markets, direct and auctions. Minimum starting salary \$175.00 per week. W-334, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**PORTION CONTROL SUPERINTENDENT:** College graduate. Experienced in development. Can assume full management including purchasing, production, costs and sales. Presently employed in this capacity. W-324, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**CATTLE BUYER:** 24 years of country and terminal buying. Age 48. Will try out anywhere. W-317, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

### REPRESENTATIVE WANTED

OUTSTANDING COMMISSION OPPORTUNITIES: If you are personally acquainted with equipment buyers in chain store meat departments. We manufacture LENOX MEAT-MASTER band saw blades and allied products. Several major chains are using Lenox on repeat basis. Complete sales and service program. You arrange test, we conduct and do selling. Once account is set up, minimum amount of your time necessary. We will handle servicing. Write W. H. Davis, % American Saw & Mfg. Company 69 Boyston Street Springfield, Mass.

### SALESMAN

**FOR:** New York State, Eastern Pennsylvania, Virginia and Maryland. To sell our seasonings, cures, binders, emulsifiers, cereals, phosphates, tenderizers, caseinate, sauces, soup mixes, etc. EXCELLENT PROPOSITION to right man.

**KADISON LABORATORIES**  
1850 W. 43rd St., Chicago 9, Ill.  
Telephone YARDS 7-6366

### SALESMAN

**FOR THE SOUTHEASTERN STATES:** To sell our seasonings, cures, binders, emulsifiers, cereals, phosphates, tenderizers, caseinate, sauces, soup mixes, etc. EXCELLENT PROPOSITION to right man.

**KADISON LABORATORIES**  
1850 W. 43rd St., Chicago 9, Ill.  
Telephone YARDS 7-6366

### GENERAL SUPERINTENDENT

Established independent government inspected meat packing plant located in southeast. Must have experience and full knowledge of all phases of plant operation. Must be sober, aggressive and able to get along with personnel. Prefer age under 45. Growth factor excellent for qualified man. Reply to Box W-329, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**ASSISTANT PLANT MANAGER:** Progressive eastern packer has an opening for an aggressive young man. Must be familiar with hog cutting, ham boning, curing etc. Send resume and salary requirements to Box W-330, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### SAUSAGE FOREMAN

**CAPABLE OF:** Taking full charge of sausage kitchen. Must have experience in all phases of sausage making. Send complete resume and salary requirements in first letter. W-322, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**EXPERIENCED BROKER:** Or man experienced in buying and selling packinghouse by-products. Answers confidential. Burton Hill, HILL PACKING COMPANY, Topeka, Kansas.

**BEF MAN:** FOR SALES AND PRODUCTION, CHICAGO AREA. REPLIES CONFIDENTIAL. W-321, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

### FROZEN BONELESS BEEF BUYER

### Opportunity to Progress With Large And Growing Food Retailer

The opportunity will go to a man with these qualifications:

Highly specialized experience with above product.

Full experience and knowledge of both domestic and import markets.

Thorough knowledge of procurement and selling methods.

Successful record of operation with reputable broker or meat packer.

Old enough to have experience; young enough to have growth potential—probably 30-35 years.

College degree preferred but not essential.

WRITE, giving full outline of experience, age, education, salary history and requirements, and telephone number.

### Our Employees Know About This Ad! All Replies Confidential.

**BOX W-342 THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.**

## COMPTROLLER

Newly created position with independent meat packer in Midwest. Responsible for integrating entire office and accounting function including data processing. Man required with potential for future advancement. CPA or equivalent experience. Meat packing background desirable but not essential. Age 30 to 44. Five figure salary. Send salary requirements and resume in first letter.

**W-335, THE NATIONAL PROVISIONER  
15 W. Huron St., Chicago 10, Ill.**

### PLANT SUPERINTENDENT

**STRONG IN PRODUCTION:** Costs, labor, standards and quality control. Practical. Must be alert and capable of assuming complete responsibility. Experience mainly in manufacturing and prepackaging sausage, smoked meats operation and some hog slaughter necessary. Midwest area. Furnish complete resume and references in first letter. Answers positively confidential. W-336, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### FOOD TECHNOLOGIST LABORATORY TECHNICIAN CHEMIST

**BY:** Large independent pork packer, to set up and operate laboratory for analytical and development work on pork products. Excellent opportunity for growth with an expanding company. Replies held in strict confidence. W-337, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### PROCESS ENGINEER

**ENGINEER:** Preferably chemical, with at least 6 years' experience in meat packing plant operations. Centrifugal experience not required, but helpful. Nature of work—process development and technical liaison with the sales force and with the meat packing and allied industries. Position requires part time travel. Excellent employee benefits. For a challenging and secure future, send resume and salary requirements to:

**J. W. KELLY, Personnel Manager  
THE SHARPLES CORPORATION  
2300 Westmoreland St., Philadelphia 40, Pa.**

All replies held in strictest confidence.

**PICKLE MAN:** With a background in pumping corned beef, hams, bacon, etc., and handling operations in a very substantial retail operation. Work surroundings are excellent, living conditions also very good. Located in California with all year round excellent climate. Salary commensurate with ability. Please write, giving background, etc. to Box W-331, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MANAGER:** For combination meat packing and canning plant. Opportunity for fast advancement for man with successful experience. Medium-size independent packer. Good salary. Answers confidential. Write: Burton Hill, HILL PACKING COMPANY, Topeka, Kansas.

## HELP WANTED

### SALES

### MANAGER

**GREAT OPPORTUNITY:** In California for qualified man. Must have proven experience in meat industry and ability to assume full responsibility for sales organization. Salary open. State experience and personal resume.

Reply to Box W-328

**THE NATIONAL PROVISIONER  
15 W. Huron St., Chicago 10, Ill.**

## PLANTS FOR SALE OR RENT

### COOLER SPACE FOR RENT FOR BONERS, MEAT PROCESSORS, OIL AND LARD PROCESSING AND CASING COMPANIES

Available immediately. Ample dock and truck space available. Telephone Mr. August at Chicago, DR-3-4500. 4021 S. Normal Ave., Chicago 10, Ill.

### FOR RENT ONE STORY—9,000 SQUARE FEET CENTRALLY LOCATED On well traveled corner in Chicago. COOLERS, CONVEYORS, OVENS, FLOOR DRAWS IMMEDIATE POSSESSION

Apply to FR-343, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### AVAILABLE FOR LEASE OR PURCHASE Well equipped wholesale meat, poultry or fresh foods plant. Also 120 acre farm well located good buildings, with new abattoir for slaughtering of beef and pork. Will accept the property in trade as the down payment. Contact H. G. FOSTER Charlevoix, Michigan. Telephone Liberty 7-4600

**FOR SALE:** 18,000 square foot refrigerated plant. Modern offices and storage space. Central location close to loop and Congress Expressway (Chicago). FS-327, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FOR SALE:** SAUSAGE FACTORY in North Florida. Established 14 years. Completely equipped, 3 refrigerated trucks and wholesale and retail routes. Will sell with or without real estate. Must have \$15,000 cash. Balance terms. FS-309, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FOR SALE:** With or without equipment, meat killing and sausage manufacturing operation. Main plant, 36,000 sq. ft. floor space; office buildings, 10,000 sq. ft. floor space. No sacrifice. FS-308, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**FOR SALE—FLORIDA:** Modern, well equipped 50' x 65' concrete plant. Adjoining retail market. 55' x 165' land. Suitable for restaurant, supply, processing, branch house, etc. Some equipment for 15 years. Terms by owner. JACK BRODY  
12625 West Dixie Highway, North Miami, Florida

**FOR SALE or LEASE:** 20,000 sq. ft. modern one floor slaughter house. Available for beef or light pork and/or beef. Conveyored belt, kill floor, maximum speed 220 per hour. 110' x 110' rails, tiled walls, 10 acres land connecting with river. Minor improvements for B.A.L. office and locker room. Separate inedible rendering building. Detroit area. FS-344, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**HAVE RECENTLY ACQUIRED:** Small one floor packing plant well equipped and in good condition. Would sell for fraction of its worth. Located in good cattle and hog producing country. Would consider partner. FS-345, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**THE NATIONAL PROVISIONER, JULY 10, 1958**

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